

# DISTRIBUTION & WAREHOUSING

FORMERLY  
**TRANSFER & STORAGE**

Vol. XX, No. 5

U. P. C. Building, 239 W. 39th St.  
New York, N. Y.

May, 1921



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Editorial Contents, Page 3

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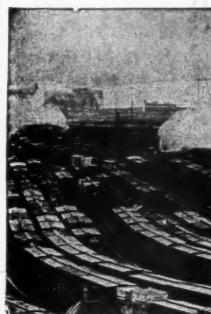
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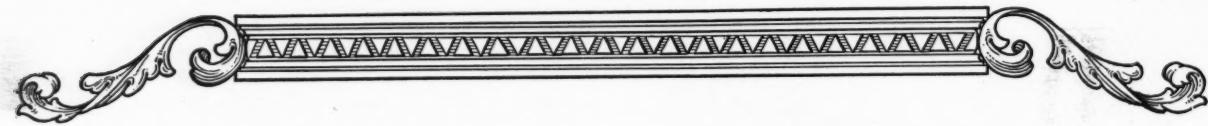
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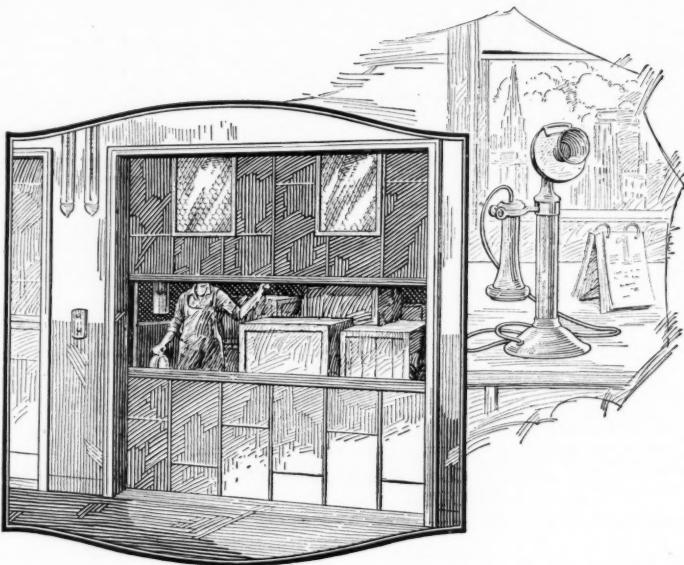
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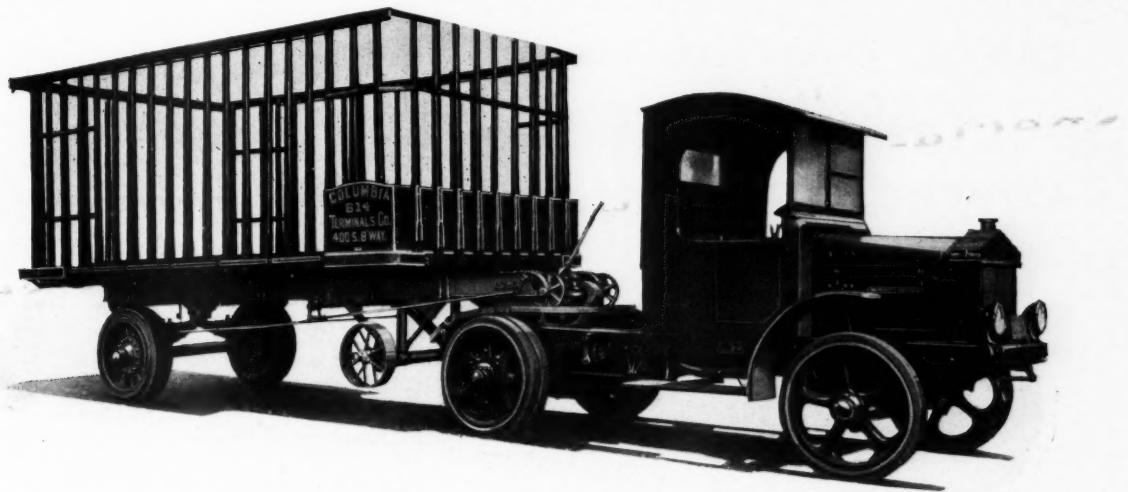
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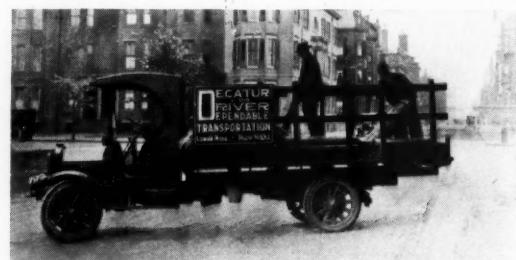
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# DISTRIBUTION & WAREHOUSING

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FORMERLY  
**TRANSFER & STORAGE**

OFFICE AT NEW YORK, NEW YORK,  
UNDER THE ACT OF MARCH 3, 1879.

PUBLISHED MONTHLY

Volume XX

NEW YORK, MAY, 1921

No. 5

## The Opportunity of To-day *Selling the Warehouse Industry to the Shipper*

**T**WO meetings which were held in April are associated one with the other in direct relation to the up-building and prosperity of warehousing as an industry. In reading, elsewhere on these pages, what took place at those meetings, the storage executive should keep his mental eye directed toward the opportunities which lie ahead for the industry which he has made his life work; he should forget, for the moment, warehousing as it is to-day and look forward toward warehousing as it can be made to be in the future *if the industry wills it*.

The industry has men of brains and vision to make warehousing what it can be and ought to be; it has the facilities and the power to do great things and attain an ideal. It remains for warehousemen everywhere, the little fellow and the big one, the newcomer and the veteran who likes to look upon himself as a success, to get behind these men of brains and vision, to put these facilities into motion, to make this power effective.

The two meetings were held in New York—one by the directors of the American Warehousemen's Association, the other by the Department of Domestic Distribution of the Chamber of Commerce of the United States. The connection between them is that plans were discussed at each which have a national bearing on warehousing.

At the assembly of the A. W. A. directors, W. W. Morse, president, pictured the association as he would like to see it in existence: an organization of several thousand members and a power in American transportation and business affairs, as compared with an organization to-day which is pitifully small when one considers the possible membership.

At the Department of Domestic Distribution meeting there were present—aside from Chamber of Commerce members and representatives of the American Warehousemen's Association—national secretaries of associations representing some of the foremost industries.

During part of the Distribution meeting, warehousing monopolized the discussion. The A. W. A. men present—L. T. Crutcher, Roy C. Griswold and Alton H. Greeley—told the Chamber of Commerce representatives and the trade group secretaries much about the public merchandise warehouse as an economic link between the producer and the consumer.

**T**HE information which the A. W. A. delegation gave—information which warehousemen generally have long known—surprised the men who listened. More than being surprised, they were interested. They wanted to know more. The trade group secretaries asked for facts and figures which they could place before their industries.

*The obvious answer is that the industries of America are waiting to be sold on the advantage of using the public warehouse.*

*Who is going to sell them? And how?*

*(Continued on next page)*

## The Opportunity of To-day

*(Continued from preceding page)*

THE "how" phase traces straight back to the meeting of the A. W. A. directors, held prior to the Distribution meeting. At the directors' meeting it was the sense of the occasion that a big membership should be built up and that dues should be sufficiently large so that there could be a treasury for advancing the interests of warehousing. It was decided that a by-laws committee should prepare a budget system. Mr. Morse was authorized to select a committee to work toward the expansion desired.

Consider the possibilities. Suppose the American Warehousemen's Association, with the Central Warehousemen's Association as its central Group, with the Illinois, Massachusetts, New Orleans, San Francisco, New York, Kansas City and other State and city associations of to-day as its units called Chapters—as suggested by Mr. Crutcher at the directors' meeting—suppose such a great warehousing federation had several thousand members. Suppose dues were graduated according to capital investment or storage revenue or square foot space. Did such condition exist to-day, the industry would have the treasury it needs.

Think what could be done with those funds. The industry would be in a position to sell itself to the manufacturers of the country. It would be in a position to compile the facts and figures which those industries want—as evidenced by the questions which the national trade group secretaries asked of the warehouse delegation at the Distribution meeting.

With that information to work on, thousands of manufacturers who do not now use warehouses—simply because they have not been educated on the economy that would be theirs—would begin distributing their products in the way in which warehousemen would like to have them do.

THE Department of Domestic Distribution recognizes the possibilities of the situation and that is why it has volunteered to act as a clearing house. The Department is not in a position to do the physical work of compiling—that is up to warehousing. But it is prepared—the assurance was given at the Distribution meeting—to disseminate in the right quarters such information as the warehouse industry cares to prepare on its own initiative. And American manufacturing will use that information, to its own advantage and to the advantage of warehousing, once it receives it.

Mr. Crutcher, as chairman, and Mr. Griswold, Mr. Greeley and William E. Halm comprise a Committee on Public Relations which has been created by President Morse of the American Warehousemen's Association. This committee has it in mind to do something without precedent in the history of their industry—the preparing of a national survey of warehousing. This was one of the questions asked of the warehousemen at the Distribution meeting: "Has there ever been a national survey of warehousing?" The only answer which could be given was a negative one.

EVERY warehouseman in the country should, without delay, apply for membership in the American Warehousemen's Association. Present members should write to Mr. Morse proffering their support in the plans of expansion. The A. W. A.'s new Committee on Revision of By-laws owes it to warehousing to recommend a system of graduated dues designed to bring into the association's treasury the funds necessary to accomplish the big jobs ahead.

At this time when opportunity opens itself, through the instrumentality of the Chamber of Commerce, for warehousing to sell itself to manufacturing America, our industry is fortunate in having as its leader a man with the experience, and the vision, and the willingness to labor for his fellow men, as are possessed by Willard W. Morse. Let's follow that leadership.

**Chamber of Commerce of U.S.A.**  
**Is Prepared to Act as**

# WAREHOUSING INFORMATION HEADQUARTERS

For the Industries of America

By KENT B. STILES

**A**メリカ warehousing as an industry is going to sell itself to American manufacturing. The immediate channel through which this selling will be carried on is the newly organized Department of Domestic Distribution of the Chamber of Commerce of the United States. Other channels will be opened up later, but for the present the constructive information which American warehousing wants the manufacturing world to have will be placed before trade organizations and other business interests through the instrumentality of the National Chamber at Washington.

The work of compiling this information first, and then passing it on to the Department of Domestic Distribution for dissemination among manufacturing groups, will be undertaken by committees representing the American Warehousemen's Association.

**T**HE American Warehousemen's Association committees which will have the major share in this campaign of selling the industry to big business in a big way are the Committee on Public Relations and the Committee on Railroads and Steamships (Division B, having to do with rates and regulations.)

The rate committee was appointed by W. W. Morse, Minneapolis, shortly after the last annual convention of the A. W. A., but the public relations committee has been created only during the past few weeks—as the outcome, in part, of an invitation received by Mr. Morse to attend a meeting of the Department of Domestic Distribution at the Irving National Bank board rooms in New York City on April 13. This invitation informed Mr. Morse that one purpose of the meeting was to discuss problems surrounding the distribution of commodities from the moment of their production until they reach the hands of the ultimate consumer; also that various trade groups were to be present.

### Public Relations

The invitation reached Mr. Morse while he was in New York in connection with the A. W. A. directors' meeting but, his program making it impossible for him to remain over for the Department of Domestic Distribution gathering, he created the new Committee on Public Relations in order that the A. W. A. might have proper representation at the April 13 meeting. The chairman of this committee is L. T. Crutcher, president of the L. T. Crutcher Warehouse Co. of Kansas City, a director of the A. W. A. and of the Central Warehousemen's Club, and chairman of a similar

Rate statistics and warehousing surveys will be produced with the general idea of impressing upon those manufacturing groups the economic advantage of using the public merchandise storage plant for the routing of commodities from factory to market. One of the objectives of the Department of Domestic Distribution is to point out to business interests the most economical methods of distributing, and it is right here that the work planned by the American Warehousemen's Association fits in. Warehousemen know that distributing through warehouses is one of those economical methods; manufacturers generally, however, have not realized it, and it is the aim of the storage executives who are behind this movement, to tell them about it, through co-operation with the national Chamber's distribution department.

### A NATIONAL SURVEY OF WAREHOUSING

**T**HE Department of Domestic Distribution of the Chamber of Commerce of the United States said in a news story released on April 9:

"Experience has shown that substantial economies can be effected through improved means of marketing and by making greater use of the warehouse."

One of the objectives of the Department of Domestic Distribution is to show shippers how to cut down distribution costs. Men in the warehouse industry will recognize that here is an unprecedented opportunity for the industry to conduct a national campaign to impress upon manufacturers the economic advantage of using the public storage plant in getting goods from factory to market.

This article tells how and why the American Warehousemen's Association will take advantage of the opportunity offered. A national survey of warehousing—the first in the history of the industry—will be undertaken by a newly created Committee on Public Relations of the American Warehousemen's Association, and the Department of Domestic Distribution will function in conveying warehousing's message of economy to manufacturing and business interests.

**Shippers want facts about costs of distributing through public storage plants. Let's meet this demand—and develop new business!**

public relations committee in the C. W. C. Associated with him on the new A. W. A. committee are Roy C. Griswold, of Griswold & Walker, Inc., Chicago, who is an A. W. A. director and also president of the Illinois Association of Warehousemen; Alton H. Greeley, president of the General Cartage & Storage Co., Cleveland, and president of the American Chain of Warehouses; and W. E. Halm, president of the New York Dock Co. The personnel of this committee will be enlarged as its activities warrant.

### Trade Secretaries Present

Mr. Crutcher, Mr. Griswold and Mr. Greeley attended the April 13 meeting. At the board table with them sat Theodore Whitmarsh, chairman of the Department of Domestic Distribution and president of the Francis H. Leggett Co.; Alvin E. Dodd, manager of the department; and various members of the department including A. W. Shaw, of the A. W. Shaw Co., Chicago; Richard Waldo, publisher Hearst's International, New York City; A. Lincoln Filene, of William Filene's Sons Co., Boston; R. E. Kennington, R. E. Kennington Co., Jackson, Miss.; G. Harold Powell, California Fruit Growers' Association, Los Angeles; Calvin Smyth, of the Young, Smyth, Field Co., Philadelphia; and Thomas E. Wilson, of Wilson & Co., Chicago. Also present were representatives of various national business organizations—coal, dry goods, drugs, shoes, millinery, lumber—and the editors of a number of monthly and weekly business papers. In a sense it was a get-acquainted meeting of members of the Department of Domestic Distribution and representatives of the trade groups

which will work with the department in its efforts to reduce distributing costs.

Warehousing entered the discussions in a talk by Mr. Dodd, manager of the department, during which he stated his opinion that economies in distribution were not to be effected so much by devising new systems as through more efficient use of the machinery already existing—and as part of this present machinery he mentioned the merchandise warehouse. He emphasized the great waste of to-day when producers dump excess amounts of goods on markets already glutted, and expressed conviction that one means of stabilizing seems to be through more widespread use of the warehouse.

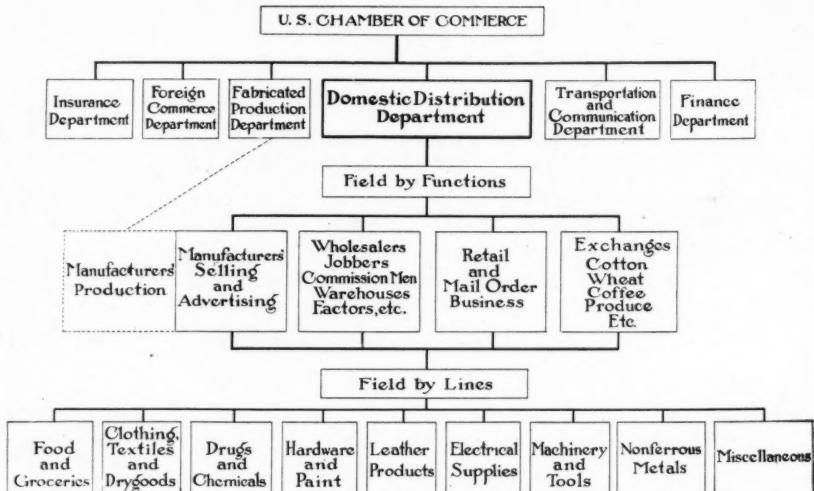
### Lack of Knowledge

It was brought out in discussions that the country has little knowledge of distribution facts, and that this is one of the problems—the compiling of such information—which confronts the Department of Domestic Distribution. The work will be done through the various trade groups and the department will serve as a clearing house to which business interests and organizations may turn for facts and figures and methods of lowering distribution costs. For example, there are methods in the electrical field which might be adapted to the dry goods field, and this interchange of information among the various groups could be carried on with benefit to all—and to the ultimate consumer.

It will be obvious to warehousemen that the Department of Domestic Distribution offers an unprecedented opportunity for their industry to take part in a national movement which, carried through, will serve to educate distributors in economics in relation to warehousing. The necessity of such education was stressed by Mr. Crutcher in his talk when called upon for suggestions. He cited the expensive prevalence of shippers sending goods in less than carload lots when they could get goods to market more cheaply by sending in carload lots through public warehouses. He alluded to the fact that many manufacturing companies operate their own private warehouses but with sales agents spending so much time operating the warehouses that they do not get the selling results for which they are paid. Mr. Crutcher explained the objectives of the A. W. A. public relations committee—to "conduct a campaign to educate the shipper" as well as the warehouseman, which he conceded was "a fair sized job."

Mr. Greeley, alluding to the fact that the railroads must have more rolling stock, pointed out that a storage warehouse with a capacity for 7,500 carloads could be built at the cost of a railroad assembly yard with 2,500 car capacity. Mr. Greeley emphasized that goods in storage may be utilized to stabilize finances because of the collateral value of commodities in storage in reputable warehouses whose warehouse receipts are acceptable paper to bankers.

Representatives of the trade groups, impressed by the statements regarding warehousing, asked numerous questions.



*Chart showing how the Department of Domestic Distribution—which is prepared to act as an information clearing house between the warehouse industry and the various trade groups indicated in the lowest row of squares—fits into the general reorganization plan of the Chamber of Commerce of the United States*

Among these inquiries was one as to whether a survey of the industry had ever been made. Another was as to whether it had been determined by the industry where warehouse facilities were lacking. Mr. Crutcher replied that investigations of this character had been made in a limited way only and that this was to be part of the work of the new public relations committee, so that such information could be placed in concrete form before the warehouse industry and before business interests generally.

Discussion by shoe trade representatives present indicated that those representatives held the opinion that there was a big opportunity for warehousing in the shipping of shoes from territory east of the Mississippi to western points. It was declared that 95 per cent of the shoes are made east of the Mississippi and that from 75 to 90 per cent of those shoes move westward in less than carload lots.

### Injurious Differentials

This led to discussion of freight rates and Mr. Griswold pointed out that the differential between carload and less than carload rates is so small on many commodities as to make it not possible for shippers of those commodities to economize by using warehouses, with terminal handling charges on less than carload consignments running as high as thirty cents a hundredweight, to say nothing of the cost of clerical labor involved.

Railroad rules should be revised, Mr. Griswold urged, to provide a minimum differential of thirty cents a hundredweight between fourth class and first class commodities, to allow for handling charges, etc.

It is here that the A. W. A. Committee on Railroads and Steamships (Division B, dealing with rates and regulations)

will work into the general plan of cooperation between the A. W. A. and the Chamber of Commerce of the United States. It so happens that Mr. Griswold is chairman of this division-committee, his associates being W. J. Buchanan, manager, Minneapolis Terminal Warehouse Co., Minneapolis; Robert L. Spencer of Pittsburgh, general manager of the Pennsylvania Railroad warehouses; F. L. Bateman of Chicago, president of the Trans-Continental Freight Co.; and J. H. Cornwall, secretary and manager of the Jennings-Cornwall Warehouse Co., Salt Lake City.

### Committee at Work

This committee is busy preparing statistics on rate differentials. These will be prepared in form designed to show that a more equitable adjustment of freight tariffs by the railroads would result in the employment of a more economical means of distribution—the public warehouse.

The procedure will be for such information when compiled to be turned over to the Department of Domestic Distribution, which in turn would pass it on to the national Chamber's recently organized transportation department, and that department would endeavor to effect the rate readjustments desired.

Meanwhile it the plan of the Crutcher public relations committee to give headway to work of making a comprehensive survey of warehousing with a view to passing on to the Department of Public Relations—for dissemination among the various trade groups—such information and statistics as should serve to make warehousing more intimately known to the public in a favorable way and convince the manufacturing world that the warehouse method of distribution is less expensive than the less than carload method.

**Shippers' Warehousing and  
Distributing Association Arranges**

# Convention of Traffic Managers

*—of Manufacturing Companies Which Use Public Storage Plants—*

## At Pittsburgh, June 16-17

CHICAGO, March 30.

THE first annual convention of the Shippers' Warehousing and Distributing Association will be held on Thursday, June 16, and Friday, June 17, at the William Penn Hotel in Pittsburgh. This organization, comprising manufacturing companies which distribute products through public merchandise warehouses, was organized on June 16, 1920, at Chicago, the principal objective being standardization of documents and practices in the business relationship between shipper and warehouseman with a view to effecting the

maximum of economy in the routing of goods from factory to retailer and consumer.

Selection of Pittsburgh as the 1921 convention city was made to-day at a meeting of the shippers' association board of directors in the board rooms of the American Sugar Refining Co. here.

A program is being arranged which will be of interest to traffic and distribution managers and to the men in the warehouse industry. As tentatively outlined this will include a banquet, on the evening of June 17, to be addressed by a man nationally known.

MEANWHILE a membership campaign will be carried on. Lendl D. Snow, traffic manager of Lever Brothers Company, soap manufacturers, of Cambridge, Mass., has been made chairman of the membership committee. Mr. Snow will address a meeting of the New England Traffic League on behalf of the association. Similar talks will be made before traffic men's organizations in St. Louis and Minneapolis by John Simon, the association's president, who is manager of the transfer department of the Keystone Steel & Wire Co., Peoria, Ill.; in Pittsburgh by William B. Everest, the association's third vice-president, who is general manager of the Westinghouse Electric & Manufacturing Co., Pittsburgh, and in Chicago by P. T. MacKie, the association's treasurer, who is district freight agent for the American Sugar Refining Co., Chicago. Other officers and members probably will make similar addresses to traffic men in other cities.

### Quality Membership

In the membership drive the association will have the co-operation of the American City Bureau, of New York and Chicago, which has organized many Chambers of Commerce throughout the United States. This activity will be under the supervision of Lucius E. Wilson of Chicago, vice-president of the American City Bureau.

The association has grown slowly during the past year but the membership is what may be described as one of quality if not of quantity. The twenty-five member companies handle more than 1000 accounts through public warehouses. Care has been exercised in restricting the membership only to shippers who distribute their goods through such ware-

houses. The member companies are as follows:

American Sugar Refining Co., Chicago.  
Aunt Jemima Mills Co., St. Joseph, Mo.

### MR. TRAFFIC MANAGER:

THE most recent member of the Shippers' Warehousing and Distributing Association is the Aunt Jemima Mills Co., St. Joseph, Mo. Application was made in the name of H. W. Tilden, traffic manager. This company distributes grain products, chiefly under the "Aunt Jemima" brand, through more than seventy warehouses in all parts of the country.

Mr. Shipper: Do you distribute your products through public merchandise warehouses? If you do, you are eligible to membership in this traffic managers' organization.

What this association has to offer will benefit your company in many ways. For details, address the president, John Simon, manager of transfer department, Keystone Steel & Wire Co., Peoria, Ill.

Join this organization and do your part in effecting economy in the distribution of goods through warehouses. A list of the member companies is published elsewhere on this page.

Bon Ami Co., Inc., New York City.  
Bristol-Myers Co., Brooklyn.  
Central Oil & Gas Co., Gardner, Mass.  
Colgate & Co., New York City.

De Laval Separator Co., Chicago.  
F. F. Dalley Corps., Ltd., Hamilton, Canada.

Furniture Manufacturers' Association, Grand Rapids, Mich.  
Genesee Pure Food Co., Le Roy, N. Y.

Hoosier Manufacturing Co., Newcastle, Ind.  
Horlick's Malted Milk Co., Racine, Wis.

Hygienic Products Co., Chicago.  
J. B. Ford Co., Wyandotte, Mich.  
Jersey Cereal Food Co., Cereal, Pa.

Jiffy Dessert Co., Waukesha, Wis.  
Kellogg Toasted Corn Flake Co., Battle Creek, Wis.

Keystone Steel & Wire Co., Peoria, Ill.

Lever Brothers Company, Cambridge, Mass.

O. & W. Thum Co., Grand Rapids, Mich.

Perolin Co. of America, Chicago.  
Procter & Gamble Distributing Co., Cincinnati.

P. W. Drackett & Sons Co., Cincinnati.

Vick Chemical Co., Greensboro, N. C.

Westinghouse Electric & Manufacturing Co., Pittsburgh.

### Change in By-Laws

AN important change in the by-laws was voted by the directors at to-day's meeting at the suggestion of Mr. MacKie. As the by-laws originally read a company paying a year's dues, \$25, upon joining, for example, during the eighth month of the fiscal year, was in good standing until the following annual convention, or for four months only. Under the by-laws as amended, a company paying dues at the expiration of the eighth month of the fiscal year will be considered in good standing for an entire year and will thereafter be required to pay \$3 for each

month for the remaining months of the following fiscal year, thus carrying its membership standing up to the second annual convention after the date of his entry into the association.

Present at the directors' meeting to-

day were Mr. Simon, Mr. MacKie, Mr. Everest, Eugene Wallace, traffic manager of the Kellogg Toasted Corn Flake Co.; John J. Sinnott, traffic manager of the F. F. Dalley Corps., Ltd.; John Wilson, distribution manager of the Hygi-

enic Products Co.; A. E. Barber, credit manager of De Laval Separator Co.; Frank E. Jones, who will soon become general traffic manager of the Furniture Manufacturers' Association, and Kent B. Stiles, secretary.

### New York Central Experimenting with

## “CONTAINER CAR” FOR ECONOMY IN HANDLING L.C.L. FREIGHT

**A** NEW type of railroad car, which many transportation experts believe will make great changes in freight-handling, is being given a thorough test between New York and Chicago. The new piece of equipment is called a container car and has been planned as a more economical means of handling less than carload lots of freight. Each car accommodates nine equal-sized containers, or great steel boxes, locked firmly inside of heavy steel uprights or bulkheads. Each container is removable by crane for transport, between warehouses or factories and tracks, by motor trucks. They may also be carried on electric railway cars.

In appearance the loaded car in service seems to be a solid load of safes or steel vaults, six by nine feet each, set aboard a special underframe with a low protecting steel fence.

### Would Minimize Loss

This type of car, if successful in actual service, means the advent of an entirely new system of handling less than carload and package freight between large cities. The method aims at

far greater security for goods in shipment. In recent years the losses to railroads through theft and damage of goods have increased alarmingly. The aggregate in loss and damage claims paid by all American railroads in 1920 was about \$125,000,000, as against \$33,000,000 in 1914.

With such a system in operation there would result the elimination of several

handlings of goods. This work now calls for the services of hand trucks, checkers, clerks, accountants, and station overseers.

At present, less than carload lots are checked and handled item by item from shipping room to truck, from truck to depot platform or warehouse, and from platform to car. They are subject to handling and receiving at each stage of the process, and when finally they reach their destination this is all done again.

### “Direct to Warehouse”

The new system provides that the portable containers shall be loaded and locked at the shippers' own store, conveyed by motor truck and lifted by crane aboard the car, whose steel bulkheads form absolute protection against any opening of the container door in transit. At the destination the locked container is carried by motor truck direct to warehouse or to consignee's door.

The new system, if extensively used, would save vast sums now spent for crates and boxes of all kinds now necessary to protect shipments.



The railroad “container car” with which the New York Central is experimenting in handling less than carload freight and package freight between large cities. Each car contains nine steel boxes locked within steel bulkheads. These containers are removable by crane for transport by motor truck direct from rail to warehouse or to consignee's door

## SHIPPERS, N. B.—

### *Is Your Warehouse Distribution Business*

# **Intra-State or Inter-State?**

**Under Conditions Herewith Set Forth It Is Intra-State and You Are Subject to Compliance with State Foreign Corporation Laws**

**A** LEGAL opinion important to shippers who maintain stocks in warehouses in States other than the one where the shipper has his home office has been obtained for the guidance of the members of the Shippers' Warehousing and Distributing Association by its president, John Simon, manager transfer department, Keystone Steel & Wire Co., Peoria, Ill.

The summary of the opinion is that when a manufacturing company not located, for example, in Missouri, maintains warehouse stocks in Missouri, and its Missouri

traveling salesman takes orders within that State, these orders to be filled from the warehouse stocks kept within that State, the company is not engaged in inter-State business—notwithstanding that the salesman may be required by his company to send his orders to his home office (not in Missouri) for approval; and accordingly the State of Missouri can require the company to comply with Missouri's foreign corporation laws.

To a leading firm of attorneys in Chicago Mr. Simon propounded the following inquiry:

*"WE carry a stock of goods in Missouri. A traveling salesman from the home office, making the Missouri territory, sells goods, and the order for such goods comes to the home office at Peoria. It is approved here. Upon order direct from us to the warehouse containing the goods in Missouri, the goods are shipped to the customer in Missouri.*

*"Is this, under the Federal and State laws, considered as an intra-State or an inter-State transaction? Whatever the answer may be, is our corporation subject to the foreign corporation laws of Missouri to make it possible for the collection of debts? (Understand, we use the State of Missouri only as an example.)*

*"If the order taken by the traveling salesman in Missouri is sent to the home office for approval, and upon such approval the traveling salesman orders the shipment from the warehouse in Missouri, is this an intra-State or inter-State transaction?*

#### **Conflicting Opinions**

"Further, would the transaction be intra-State or intra-State if the order taken by the salesman in Missouri is approved, either by himself or by the warehouse, or both, and the goods are then shipped from the warehouse to the customer and notification of the transaction is sent to our home office? In our opinion the last query refers to an intra-State transaction. We would like to have your views on the subject.

"Our reason for calling this to your attention is that there seems to be a difference of opinion concerning transactions carried out as above. See *Rock Island Plow Co. vs. Peterson*, Vol. 101, P. 616; *People vs. Wells*, 42 N. Y., Misc. 86; *St. Louis S. W. Ry. Co. vs. Alexan-*

*der*, 227 U. S. 218; *Dalton & Co. vs. Com.*, 118 Va. 56; 87 S. W. 376; and *Milwaukee Malt Co. vs. Millett*, 2 Pa. Corporation Report 357."

In reply to Mr. Simon's inquiry the Chicago attorneys submitted the following reply:

*"The real question involved in determining whether a foreign corporation*

#### **MR. TRAFFIC MANAGER:**

**WHEN** you maintain stocks in a public warehouse in a State other than the State in which your home office is located, and when you require your salesmen in that other State to send his orders (taken in that State) to you for approval—

Do you know whether you are doing inter-State or intra-State business?

It is important for you to know, because engaging in intra-State business requires that you comply with the foreign corporation laws of that other State, and those laws may require that you file a license or pay taxes.

This article quotes legal opinion holding that you are, under the circumstances above set forth, engaged in intra-State business. Accordingly it will pay you to familiarize yourself with the various State foreign corporation laws.

can be required by a State to procure a license is whether the corporation is engaged in inter-State commerce or in intra-State commerce or business.

"The essential element of inter-State commerce is transportation across State lines. If this element does not exist in the transactions of the foreign corporation within the State, the corporation is not engaged in inter-State commerce and the State can require compliance with its foreign corporation laws.

"I am of the opinion that the approval of the orders taken by the foreign corporation by its home office is not a determining factor. If business is otherwise intra-State business it does not make it inter-State commerce to have the orders taken in the State approved by the home office.

#### **State's Power**

"A foreign corporation maintaining a warehouse stock of goods in a State from which it fills orders as they are taken within the State is doing intra-State business and the State has the power to render it subject to its foreign corporation laws, a usual provision of which is that the corporation cannot sue in the Courts of the State in connection with intra-State transactions where it has not complied with the foreign corporation laws of the State.

"It is within the power of the State and its Courts to treat the maintenance of warehouses as not doing business in the State. A corporation is, however, always liable to have itself barred from the Courts of a State where it maintains such a warehouse unless the highest Courts of the State have held the particular course of business in which the corporation engages to be outside of the foreign corporation laws of such a State. I know of no State where the higher Courts hold that the maintenance of a warehouse stock of goods within the State, from which orders are filled as they are taken in the State, is such business as falls outside of the scope of their

foreign corporation law.

"In the case of *Rock Island Plow Co. vs. Peterson*, 101 N. W. 616, the decision of the Court turned on the fact that the goods were not in stock in Minnesota at the time the order was taken, but were shipped from the seller's State in response to the order. It was held that the fact that a warehouseman in Minnesota reconsigned the goods to the purchaser was not sufficient to make out a separate intra-State transaction. The theory was that there was but one transaction which was inter-State. The case does not hold that the maintenance of a warehouse in a State is not intra-State business. The same Court has since held that the maintenance of a warehouse and an agent to solicit and deliver in the State to be intra-State business requiring a license. (*Thomas Manufacturing Co. vs. Knapp*, 112 N. W., 989.)

"*The People vs. Wells*, 42, N. Y., Misc. 86 is an old decision by a lower Court in New York. Insofar as it can be taken as holding that the maintenance of a warehouse for the filling of orders as taken in New York is inter-State Commerce, it is not the law. (See *American Can Co. vs. Grassi Co.*, 168 N. Y. S., 689.)

"The case of *St. Louis S. W. Ry. Co. vs. Alexander*, 227 U. S. 218 can not be taken as an authority in point on this question. It involved the question whether good service of process could be had on a railroad company with a claim department in the State. The question

was not whether the corporation was doing intra-State or inter-State business

*Bros. & Spindler vs. Morrison*—states the general rule of law on this subject, correctly holding that the maintenance of a warehouse stock in the State for sale in the State in intra-State business.

"I have not been able to find the case of *Milwaukee Malt Co. vs. Millet*, 2 Pa. Corporation Report 357."

A copy of the Supreme Court of Minnesota's opinion in the Rock Island Plow case—dated Dec. 2, 1904—has been sent by Mr. Simon to the S. W. & D. A. members for their files. It reads:

"Plaintiff, a corporation of the State of Illinois, engaged in the business of manufacturing and dealing in farm machinery in that and other States, maintained an agency in this State [Minnesota] for the purpose of receiving, storing and delivering goods to purchasers in this State, to whom sales were made by orders taken by travelling salesmen subject to the approval of plaintiff at its home office in the State of Illinois.

"The agent in this State [Minnesota] had no authority to make sales of the property stored with it or to take or receive orders therefor. Its authority was limited exclusively to delivering goods previously sold by plaintiff through its travelling salesmen.

"It is held that plaintiff was not doing business within this State [Minnesota] in violation of Chapter 69, Page 68, or Chapter 70, Page 71, Gen. Laws, 1899; that its business transacted in the manner stated in the opinion constituted inter-State commerce."

in the State.

"The case at 87 S. W. 376—*Barnhard*

## Great Central Warehouse Company Opens for Merchandise Distribution in Chicago

CHICAGO, April 1—The Great Central Warehouse Co., an Illinois corporation, opened business here to-day with a warehouse at 3616-3624 Iron Street. The officers are J. Edgar Lee, president; Sidney A. Smith, vice-president; Hugh G. Tucker, treasurer, and Roy H. Lump, secretary. These men are experienced in warehousing and the Great Central will be operated along the same lines as the Currier-Lee Warehouse Co., Chicago, with which they have been identified.

The warehouse is located on the Chicago Junction Railway, which makes direct connections with the twenty-six trunk lines entering Chicago. While the plant is about four miles from the Loop district, it is located at almost the geographical center of the city and is in what is known as the Central Manufacturing District. Accordingly it is favorably located for both general city distribution and for distribution to the great central market surrounding Chicago, as the Chicago Junction Railway provides less than carlot shipping facilities. The company is in a position to forward shipments from out-of-town points without the use of teams, thereby effecting economy in cartage expense.

Equipped with sprinkler system and A. D. T. watch service, the warehouse has

a contents insurance rate of 16.9 cents for \$100 per annum.



Great Central Warehouse in Chicago's geographical center

*The Society of*

# Terminal Engineers and Warehousing

*Special Committee Reports in Relation to*

- 1. Real Estate
- 2. Design and Construction
- 3. Fire Protection
- 4. Freight Handling
- 5. Operation
- 6. Cost and Income
- 7. Car Shortage

NEW YORK, April 12.

WAREHOUSING from the viewpoint of the terminal engineer was discussed at a meeting here to-night of the Society of Terminal Engineers. The public storage plant in relation to location, design and construction, fire protection, material handling machinery, operation, charges, freight congestion and other fundamentals was considered in reports submitted by a committee which had for more than a year been making an intensive study of the subject.

For the information of the men of the industry these reports were made available to *Distribution & Warehousing* and are published herewith. It may be stated that the reports will serve as the basis for further inquiry and discussions by the Society.

During the discussions to-night it was brought out that public warehousing interests in Baltimore have appealed to the Interstate Commerce Commission to prevent railroad-owned warehouses in that city from allowing free handling.

The committee which made the Society's inquiry includes Alton H. Greeley, president of the American Chain of Warehouses and president of the General Cartage & Storage Co., Cleveland. In departing from his prepared report Mr. Greeley pointed out that the industry to-day was eliminating the secretiveness of the past and that

warehousemen were giving one another the benefits of the knowledge they were obtaining. In this connection Mr. Greeley paid a tribute to *Distribution & Warehousing* as a medium for spreading the right kind of knowledge.

L. T. Crutcher, a director of the American Warehousemen's Association and of the Central Warehousemen's Club, and president of the L. T. Crutcher Warehouse Co. of Kansas City, was called upon for a talk and discussed the necessity of selling warehousing as an industry to the public and to manufacturers. He outlined briefly in this connection the purposes of the newly-created Committee on Public Relations—of which he is chairman—of the American Warehousemen's Association.

A preliminary survey of warehousing in Kansas City, Mr. Crutcher told the engineers, showed that \$92,000,000 worth of merchandise passed through Kansas City public warehouses in 1920. He asked them to visualize what must have passed through New York City plants. The amount which passed through the warehouses of the country, Mr. Crutcher declared, indicated that warehousing was an industry second only to the steel industry.

Mr. Crutcher alluded to the sales tax and said that if Congress enacted such legislation warehousing would benefit because shippers would seek the most direct means of getting goods to market in order to avoid resales.

The committee's reports follow:

## Real Estate Problems of the Warehouseman

By HARRISON S. COLBURN

*Harrison S. Colborn, Inc., New York*

THE warehouse of commerce and industry is frequently and appropriately referred to as a "Reservoir." In it are assembled and stored the raw materials of production and distribution.

Until comparatively recent years warehouse design does not appear to have been the subject of very serious study nor the location of the warehouse of more than indifferent consideration. To-day these matters are recognized of prime importance.

The first essential of good warehousing is the preservation of the commodity, protection against theft, fire, water or dissipation or deterioration from exposure to the elements or otherwise.

The second is the economic assembly and distribution of the commodity.

That the design and the construction of the warehouse should be suitable to

the commodities handled, is of course axiomatic. Manifestly entirely different methods of safe keeping and handling must be observed for small, precious materials as against that of heavy commodities like ores or fabricated steel which may rest in the open for months with practically no danger from theft and but little from oxidation or otherwise.

The same materials may require entirely modified facilities for warehousing in different locations and under different circumstances. The complexity of the warehouse problem increases with the nature of the requirements. There is, however, manifest to-day a marked tendency in warehouse design toward a general purpose building of superior construction in which most of the miscellaneous commodities of industry and commerce may properly be stored.

Special facilities will, of course, always be required for special purposes such as cold storage, the handling of bulk or cargo materials such as cotton, grain, ice, coal, ore, oil (vegetable or mineral).

### Problems of Location

THE warehouse may be at or near:

1. The point of production;
2. An in-transit point;
3. The point of distribution.

*Warehousing at or near point of production* may be Rural or Urban. The warehousing of agricultural products like cotton at points of assembly throughout the South or grain in the North, and frequently the warehousing of minerals, oil, coal, iron ore, etc., are good illustrations of Rural storage near point of production.

(Urban storage near production is chiefly the warehousing of manufactured

goods produced locally which may be retained partly for local consumption but chiefly for outside distribution—for most communities produce more of their special manufactured goods than can possibly be consumed locally.

#### Warehousing in Transit

WAREHOUSING in Transit in all of our great centers of commerce has become a matter of vital importance, both in time of peace and in time of war. The tragic failure of our terminal and transfer facilities during the recent war, crippling the great railroads of the nation and the vast oversea commerce, almost turned disastrously the tide of battle. "Warehousing in transit" should, of course, be in the line of natural movement of the commodity from Producer to Consumer. In other words "in line of the movement of big business." The location may be on Water, on Rail, or better yet, on both Water and Rail. Natural transfers are from rail to rail, rail to water or water to rail, or from water to water. Water transfers may be oversea, coastwise, lake, river or canal. With modern highly developed motor trucks, important transfers may also be to or from truck to either or both water or rail.

The ideal site combines the facilities of one or more trunk line railroads or a Belt Line railroad; deep, central, navigable water available for large vessels suitable for handling either bulk or miscellaneous cargo, also accessible with safety to lighters, canal boats or miscellaneous harbor craft. This ideal site also should be within the reasonable trucking radius and not separated by too many natural barriers. Reached, if possible, by good highways, bridges or vehicular tunnels—if these are out of question, by at least reasonably good ferry service.

The location should be within the switching of lighterage area and should be such as to take advantage of all rates and privileges that the railroads maintain.

In the opinion of some there seems to be no question that ultimately the so-called "Flat Rate" from point of origin to point of destination will be segregated into "Line Haul" and "Terminal Charge." No warehouse should be located without serious consideration of present and possible future freight rates. The safety of great vested interests in terminals may be at stake from such possible changes. Needless to say locations that enjoy present advantages and that are not likely to be adversely affected by such future changes in freight rates are of strategic value as compared to those which may be so effected.

The abuses of railroad equipment and harbor facilities such as car storage and pier storage during the early stages of the war are too well-known to require more than casual mention. Cars are for transportation and piers for trans-handling but neither are for mere storage purposes.

#### Warehousing At or Near the Point of Distribution

WAREHOUSING for local consumption in any of our great metropolitan areas is much the same problem everywhere. The commodities of life gathered from far and near are assembled and warehoused pending final distribution.

Metropolitan warehouses in the past have frequently been old structures, removed from carload shipping facilities. To-day the new warehouse is usually of general purpose design and of heavy fire-proof construction with a location accessible to freight, incoming or outgoing by rail, water or by truck, and as conveniently near to the actual consumer as practical. It is, of course, important that the location should be in the natural trucking radius and be reached by good highways. Metropolitan warehouses are frequently used for "in-transit" freight at excessive cost to the commodity. This waste might be

### REAL ESTATE PROBLEMS

WAREHOUSING in relation to real estate was discussed by Mr. Colburn, who summarized the following as among "a few of the considerations in which should be included the analysis of the warehouse realty problems":

1. Safekeeping of goods.
2. Appropriate design and construction.
3. Facilities for handling.
4. Accessibility by rail, water or truck to producer, to consumer and to transhipment points.
5. Costs and service possible to render clients.

partly eliminated were the actual destination of the commodity known at time of shipment. The frequent change of ownership of the commodity while in transit renders its destination so uncertain that useless movements result and warehousing is performed at greatly increased cost.

The best location of the warehouse for metropolitan delivery is a matter of considerable debate—many contend it should be in the heart of the area of distribution while other eminent authorities maintain that such warehousing should be in the suburbs, outside the area of high values and maximum congestion. These problems vary in different centers but are found in the most aggravated form in Greater New York and vicinity. The tremendous population to be supplied and the geographical setting of the territory itself necessitate most complex methods of distribution.

The warehouse for "in transit stor-

age" and "metropolitan distribution" should be as near as possible to the commercial waterfront, whether on tide-water, lake, river or canal.

It frequently happens that other existing uses of the actual waterfront and the layout of the municipal highways, "marginal ways," prevent locating warehouses of any considerable size on the waterfront—instance the Hudson River frontage of Manhattan where West Street skirts the water. For many years there has been an endeavor to solve this problem so that the lands on the inside of the marginal way may be used for warehousing, properly articulated with the water facilities. There is no doubt this area across the marginal way from the water can be made of strategic value in the shipping and warehousing but due to the complex situation commercially, industrially and politically the solution is difficult.

Warehouses, when possible, should be on the bulkheads or quays. This is the common European practice but in this country, due to marginal ways and railroad rights of way along the waterfronts, it has been feasible only in a few locations.

Warehouses erected over the piers will undoubtedly sometime become common. Such warehousing facilities served by railroad are the ideal solution of in-transit storage from water to rail and rail to water. Such facilities should be above the one or two floors of the pier used to handle the vessel's cargo in and out. Needless to say mechanical handling apparatus form an integral part of any such scheme. Numerous difficulties in design and construction must be solved before this method shall have gained the recognition to which we believe it is ultimately entitled.

#### Selection of Waterfront Sites

IN analyzing locations for waterfront terminal facilities the first choice naturally is a central location available for deep draft vessels which may also be served by lighters and miscellaneous harbor craft, canal boats and barges. If deep water is not available then comes the relative consideration of sites suitable for smaller vessels, lighters and harbor craft.

The ideal waterfront location is one within the natural delivery area reached by one or more Trunk Line Railroads, or a Terminal or Belt Line Railroad offering adequate railroad service. For the handling of carload lots a private siding or switch is preferred where the warehouse company may load and unload unmolested by the movement of freight to and from other adjacent properties.

Even where private or public sidings are obtainable more or less freight must come and go in less than carload shipment, hence the necessity of a location near L. C. L. freight stations.

#### Hindrances to Navigation

A WATERFRONT property may seem to possess all the qualifications requisite to an ideal location and yet be

subject to annoying tidal currents, ice and ice flows, and to beating of storms and prevailing winds. Certain waters are notably silt depositing areas and require frequent dredging whereas other waters are more or less self dredging, the currents being such as to prevent the silt, carried in suspension in the water, from being deposited. Bridges may become a source of great annoyance to navigation on account of either insufficient clearance in height or between bridge piers or on account of narrow draws, all of which may be the cause of special restrictive vessel charter clauses. These considerations greatly effect the value of waterfront properties. Manifestly, sites so located as to be free from the dangers to navigation and the frequent expense of dredging and from the restrictive charter clauses are of infinitely greater value than those so effected.

#### Harbor Lines

THE federal or State Harbor Lines (Bulkhead and Pierhead Lines) also have an important bearing upon the uses to which waterfront property may be put—consequently its value. The superior control is in the Federal Lines as provided and regulated by the secretary of war. The Bulkhead Line indicates the line to which solid fill may be carried. The Pierhead Line the line to which piers may be constructed. Free tidal movement should be permitted under any structure erected beyond the bulkhead line. Many places these two lines are co-incident while at some places they diverge as much as several thousand feet. At such places piers may profitably be built if other conditions are suitable. The War Department in laying out these harbor lines endeavors to take into consideration the natural flow of rivers and tidal currents. Waterfront with considerable distance between pier and bulkhead lines is suitable for Piers—and consequently, other things being equal, much more valuable than waterfront property available only for bulkheads or quays, as piers serve to multiply the available waterfrontage.

#### Riparian Rights

THE Riparian Rights are the shore rights to a waterfront property. The consideration of riparian rights is of prime importance in connection with any commercial waterfront property. The State claims the fees to the lands under water from the high water line out to the Federal Harbor lines—subject to the dictum of the Federal Government. The State may sell or lease these lands to the owners of the adjacent upland. The terms of such sales or leases vary in the different States and even in the same State from time to time. A common arrangement is to grant a long time lease at a rental equal to a certain per cent of the appraised value of such land under water with or without an option to the owner of the adjacent upland to purchase within certain agreed period at said appraised value. Riparian grants have enhanced greatly in value in the past ten or twenty years and in-

dications are that they will continue to increase as the amount of such available land decreases.

#### Soil and Subaqueous Conditions

S OIL and subsoil conditions enter into the value of waterfront property to an important degree. If the upland is native, solid land capable of carrying heavy concentrated loads, the great expense of piling would be saved. Marsh or Meadow land may be filled hydraulically with dredging from river or harbor bottom or may be filled with dry fill, city dumpings, ashes, etc. Even the best of such fills usually require piling for heavy construction.

Subaqueous soil conditions too are important in waterfront improvement. Too great a depth of water is quite as objectionable as too shallow, for beyond a certain usual depth, extra long piles are required, thus greatly increasing the cost. Frequently while the water depth is not great deep strata of silt and soft soil are encountered which make it practically as expensive as the extra deep water to improve.

Hard pan or rock under water may be encountered necessitating blasting in order to dredge to a commercial depth. Softer forms of rock erode under the action of water. The head of a large concern recently told the writer that such a stratum was located in front of his plant in a central portion of the harbor and that he found this rock eroded or softened by the action of water at a rate which permitted removal of about two feet by clam shell dredge about every three years.

A few months ago we closed a deal amounting to several million dollars where the main point at issue was the depth at which rock appeared below the mean low water line. An engineer reported the rock at a certain figure, naming a depth which would render the property useless except for lighters. We were finally able to satisfy our client that the figures of the engineer were inaccurate and that a depth a few feet more could be obtained, rendering the property available for vessels of fair proportions.

#### Land Value

THE value of city property for warehouse purpose depends on many factors—the relation to the residential, the commercial, the financial and the industrial sections. The relation to L. C. L. freight stations and direct rail facilities. Its value is greatly enhanced if directly on wharf or quay and again enhanced if fronting on central deep water available for piers and served by one or more trunk line railroads.

Suburban properties for warehousing vary greatly, dependent upon water, rail, and accessibility for motor truck—the character of soil, etc., etc.

#### Railroad vs. Private Warehouses

RAILROADS have frequently been competitors of private warehouses. Low rates and storage privileges hereto-

fore granted by most railroads are being rapidly eliminated. It is not unreasonable to assume that in the future when railroads do warehousing they will seek to make it remunerative and to bring their charges in line with good warehouse practice.

#### Old Buildings vs. New Buildings

FOR some years, especially during the war, many non-descript buildings were pressed into warehouse service—this movement reached an absurd extreme especially at important tidewater points. Many persons with little or no warehouse experiences rushed into the business making most unbusiness-like long leases at high figures on old structures—frequently mere fire-traps. Is it a wonder they got into financial difficulties when the pressing war conditions ceased?

To-day and from now on it will be a case of survival of the fittest in Warehousing. Low insurance, low labor and low costs will control. The large shipper can afford to check his warehouse costs most carefully and he will taboo the place with heavy insurance charges as well as the place where labor may be unnecessarily high. The new modern type of fireproof warehouse with its scientific location, with minimum insurance rates, minimum labor costs, greatest conveniences, low freight rates, etc., will secure and retain the business. Hence the argument of the modern warehouse and the reason why it will win out against all of the old type competition.

#### Rates

THE rates paid by warehousemen for space prior to the war now seem absurdly low. During the war rates for such space rose to unheard-of prices. At the signing of the armistice many of those best posted in realty and warehouse problems expected a great drop in rents. Instead prices for better space continued to increase, reaching their maximum in the summer of 1920. However, considerable poor space taken under pressure of war conditions, was vacated by warehousemen during 1919 and 1920. What the future of such wholesale rental space by warehousemen will be we cannot venture to predict—but certainly it will be predicated upon the value of the facilities that the particular property has to offer.

There seems to be an increasing tendency of warehousemen in turn to rent wholesale space to large concerns that prefer to control the distribution of their commodities until they actually reach the retailer. This is profitable and good business, for the lessee obligates himself to the use of large space over a period of years. The warehousemen becomes, in effect, the landlord, rendering such assistance and service as may be required—always at a good profit.

#### Summary

WE have thus hastily outlined some of the problems that must be faced in the selection of location and erection

of warehouse facilities—some of the considerations mentioned at first thought may seem to be rather removed from realty problems.

We believe, however, that they cannot be properly divorced for the entire functioning of the warehouse in industry and

commerce is dependent upon every one of these considerations.

Safekeeping, appropriate design and construction, facilities for handling, accessibility by rail, water or truck to producer to consumer and to trans-shipment points, costs and service possible to

render clients, each and every one have an important inseparable relation to the realty.

These constitute a few of the considerations in which should be included the analysis of the warehouse realty problems.

## Design and Construction

By M. A. LONG

President, M. A. Long Construction Co., Baltimore

**I**N considering the construction of warehouses, there are four kinds of storage to be considered:

(1) TRANSIT STORAGE on the wharf, awaiting transfer to carriers.

(2) SHORT TIME STORAGE, pending the early transfer to another carrier, or other disposition.

(3) COMMERCIAL STORAGE, for indefinite time, depending upon market conditions.

(4) DEAD STORAGE, such as storage of household furniture, or other goods, for indefinite period.

Water front warehouse space is too valuable for this Dead Storage, but the other three, viz: Transit Storage, Short Time Storage, and Commercial Storage, should all have their proper place at the terminals.

### Railroad Terminal Warehouses for General Freight

**R**AILROADS have found it necessary to build warehouses in the larger cities, at their terminals, particularly at junction points, to store freight offered by manufacturers, who find it economical to store their surplus products in railroad warehouses, using the railroads as their handling agent, and distributing their products for shipments from their stock in storage, to their customers in the adjacent territory.

Such warehouses are also necessary on account of the consignees not calling for their freight promptly, making it necessary to hold cars in the railroad yards, at considerable expense to the railroads, not only in having the cars idle, but also making it necessary for the railroads to purchase additional property for track space, at excessive cost.

It is estimated that cars, track and yard space used for storage purposes, net the railroad companies a loss at the rate of 4 per cent per annum of their total value, for the period so used. This does not take into consideration loss in operating revenue. The terminal warehouses would not only overcome this loss, but after deducting handling charges, net the railroads a profit at the rate of 4 per cent per annum, for the period that cars, track, etc., would have been used for storage purposes. The cars thus released would also increase operating revenue.

These warehouses would also greatly relieve the congestion which now exists

at the terminals, and would also make more miles per car, per day.

### Marine Receiving Stations for Bulk Cargo

**T**HE economical way to handle a great many commodities is to ship them in large quantities; for instance coffee from Brazil; flour to Europe, etc. It would be more economical to ship or receive an entire cargo of this one commodity, and have it stored in the warehouse on or adjacent to the piers, than have it

increasing, the demand for warehouses of this character will also increase in the same proportion.

### Marine Terminals for General Merchandise

**A**NOTHER type of marine terminal is the warehouse for general merchandise. The shipping companies having their terminals in various coast cities, collect in their warehouses miscellaneous merchandise, between the sailing dates of their vessels, so that each vessel will be loaded to capacity. In warehouses of this character the equipment would be vastly different, as it must be designed to take maximum and minimum sizes of packages and handle heavy goods as well as fragile.

A warehouse of this kind must have access to the pier, and preferably to the railroad yards, and it is also very desirable to locate same on the pier where the vessel is to load. It would also be desirable to have the layout made so that local distribution could be handled by teams or trucks.

### Transit Warehouses

**A** WAREHOUSE of this character is for the receipt of goods which are held for a short time only, and for transfer to other carriers, or for immediate local distribution. For instance, freight stations and marine terminals where the freight is usually moved within 48 hours after it is placed in the freight house or on the pier.

These sheds are designed to facilitate the handling of goods quickly, and as the tonnage is usually quite large, the problem is to have a sufficient space for a large number of trucks or teams to load and unload at the same time.

These buildings are usually one story in height, but, in the near future, on account of the congested areas, it will be necessary to construct transit sheds 2 stories high, with ramps to allow teams and trucks to drive up to the second floor, depressed driveways being provided on the second floor.

### Private Warehouses for Manufacturing Plants, Etc.

**A** GREAT many manufacturing companies find their business more or less seasonal and for that reason build warehouses to store their surplus manufactured goods.

### WAREHOUSE DESIGN AND CONSTRUCTION

**V**ARIOUS types of warehouses in relation to uses are described by Mr. Long, who discusses also the storage structure in respect to location, mechanical equipment, floor loads and floor surfaces. In departing from his prepared talk Mr. Long emphasized that the cost per ton of handling goods was such that mechanical equipment must be used in warehouses if economy was to be effected, and predicted that the time was coming when, with land values high, waterfront warehouses would be constructed on and as part of piers rather than on sites back of piers.

shipped piece-meal, and distributed in a similar manner.

Vessels would dock alongside their warehouses on the water fronts, and discharge their contents directly into the house, or load directly from the warehouse, by means of mechanical appliances especially designed and installed to handle the particular commodity. There is great need of this character of house.

At a great many shipping points there are warehouses designed for particular purposes, and records show that on account of these being built to handle a particular commodity, the rates for handling, and subsequently the selling prices, are much lower, and as the population of our country is constantly in-

They also provide warehouses to store their bulk materials, to insure their having a sufficient quantity on hand at all times to keep their manufacturing plants running to capacity.

These warehouses vary in design and size, depending on the character of the commodity to be stored and handled.

A manufacturing plant must necessarily have a greater story height than is necessary in a strictly warehouse building, and of course, this matter should be given consideration in a building of this kind, and it should be definitely ascertained which portion of the structure would be used for warehouses, as these stories could possibly be made two feet lower than the manufacturing portion.

All the warehouses described above are subject to the same regulations, with the exception of Transit Warehouses, and the following description of the salient features of warehouse construction will apply practically to all of the above.

#### Economical Number of Stories

A GREAT deal has been said in regard to the economical number of stories of warehouses, and the character of construction. The most essential feature of a warehouse is that it should be of fire-proof construction. This means reinforced concrete, with metal doors and windows, or steel frame fire-proofed with sash and doors of steel. These types, with a sprinkler system, will give the lowest insurance rate.

In considering concrete vs. steel fire-proofed, it is estimated that the steel frame fire-proofing will cost from 15 per cent to 25 per cent more than the straight reinforced concrete. It is also readily seen that the steel frame fire-proofed would require a longer time for completion, on account of it being necessary to go back and protect the frame with terra cotta tile and then possibly plaster over same. In the case of a reinforced concrete structure, the frame would all be built at the same time and this would involve only one operation instead of two or three operations, as noted in the former.

There are, however, a great many warehouses built with brick walls, and heavy timber columns, girders and floor joists, which is known as "slow burning mill construction." This type of construction, with sprinkler system, gives almost as low an insurance rate as the first two mentioned above.

It must also be borne in mind that all warehouses must be divided by fire walls, as an additional protection, this being specified by all Building Codes, which also reduces the insurance rates by reducing the fire hazard.

In a reinforced concrete warehouse, the economical number of stories is eight or nine, depending on the floor load. A building higher than this means that the columns on the lower floor would be so large that they would take up too much of the floor area available for storage, and the dead load of the concrete on the ground becomes quite a factor in the cost of foundation. This must also be given

consideration in designing the foundation.

In a steel frame fire-proofed, the economical number of stories would be greater, possibly twelve stories, as the columns on the lower floors would be only slightly larger than those on the upper floors. On account of the value of the ground, plus the fact that slightly increased foundation for additional stories would not cost as much, in comparison, as the additional foundations to procure the same floor area in a lower structure, it follows that the greater the number of stories, the less the cost per square foot, per floor, provided the sub-soil is not overloaded to such an extent as to make extra foundations necessary.

In a mill constructed building the economical number of stories would not exceed six, unless the columns on the lower stories were changed from wood to steel, and the latter fire-proofed, but in strictly mill constructed buildings, six stories is the approved economical height. A greater number of stories means that the wood columns on the lower floor would be of such area that they could scarcely be obtained.

#### Location of Warehouses on Piers

IN the past, very few warehouses have been built on piers. This no doubt is because of the habit of building them on shore, the piers extending out from them into the water. Unless the foundation conditions are unusual, it will be found more economical to build a warehouse above the pier than it would be to build the pier one or two stories and an eight-story warehouse on shore. When the warehouse is located on the pier, goods could be sent to the vessels for loading more readily and more economically than could be done from the warehouse on shore. This would also require less expenditure.

A warehouse of this character should be designed so that the freight in transit would be located on the floor used to assemble goods for loading vessels. The upper floors to be devoted to storage. These houses should be equipped with elevators, spiral chutes and conveyors, to transport material to and from the elevators or spiral chutes.

#### Location of Railroad Tracks in Connection with Warehouses

EVERY type of warehouse should have tracks alongside of it, and if the warehouse covers a great deal of area the track should also be placed inside, to minimize the amount of trucking necessary to take goods from cars and place them in storage, and take goods out of storage and place them in cars for shipment.

#### Roof Cranes, Whip Hoists and Other Outside Loading Devices

THE use of roof cranes is to be recommended for handling ships' cargo, or for handling bulk freight from open top cars. When cranes are used to handle materials from the vessels to the pier or transit shed, which is more than

two stories in height, the usual location is on the roof.

When a warehouse is built on the pier more than two stories in height, the adjacent platforms should be built on separate structures, to prevent vessels from damaging the house. If the platform is sufficiently wide for cars, then a traveling Gantry crane should be installed, instead of a roof crane. Traveling Gantry cranes with jib attached are also recommended.

When a house is in a terminal where there are railroad yards adjacent, then a locomotive crane would also be of tremendous advantage in handling the freight.

Whip hoists have been used in a great many warehouses and have quite an advantage over the cargo boom, by supplying a point of suspension for the block at the best location. However, whip hoists are not adapted to diversified merchandise, and are only economical where the warehouse is devoted to a fixed commodity, like bales of cotton, bags of flour, etc.

Other devices for loading and unloading cargoes are cargo booms, winches, chutes, cranes of various patterns, elevators, telpers, portable conveyors, motor trucks and trailers, and two and four-wheeled hand trucks.

There are instances where it is desirable to so design the outside doors, above the first floor level, so that when open they would act as a landing platform where goods could be placed by means of cranes or other devices.

#### Actual Loads on Warehouse Floors

THIS is a very important subject. As a rule, warehousemen reason it out that the engineer has allowed a factor of safety of three or four, and when the engineer gives him a loading of 200 lbs. per square foot, the warehouseman immediately multiplies it by four, and figures that he can load the floor to the maximum loading without any serious results.

Engineers should furnish the warehouseman with a set of simple rules, so that he will know just what he can do and what to expect if the rules are not obeyed.

A great many engineers in figuring the load on the floor figure a uniformly distributed load, and give this to the warehouseman. It should be borne in mind that, except where bulk merchandise is stored, aisles must be provided, and it is never possible to load the complete floor area. Eighty per cent (80%) is possibly the maximum area that can be occupied by classified storage. Therefore the engineer should make allowance for aisles and allow the warehouseman to load the floor, other than aisles, to a greater capacity than if the aisles were not there.

Loads can be figured accurately for a known and fixed commodity, but when a warehouse does a general business, and the weight of the merchandise stored varies, then it is best to design the lower floors for the heavy goods and the upper floors for the lighter goods.

A good rule would be (in an eight-story warehouse) to start the lower floor carrying 400 lbs. per square foot, and diminishing until the top floor would be designed to carry 125 lbs. per square foot, as that is about the lowest capacity that the building laws of the various cities will allow.

The upper floors to be used for storing of furniture and other light weight goods. It is more economical to store the heaviest goods on the lower floors, as it means less handling.

Except where unusual foundation conditions exist, it is economical to provide a basement story for the storage of oils, rubber, hides, etc.

It might also be desirable to design the roof so that it will carry a load of 125 lbs. per square foot, as it might often be desirable to store commodities on the roof, for a brief time only, provided one or more of the elevators are run to the roof for this purpose.

#### Floor Surfaces

HERE are a great many types of floor surfaces for warehouses, and in a concrete house the usual method is

to either trowel the flat slab after it is poured or to lay a concrete topping on the structural slab. In either case it is desirable to treat the finished floor with a concrete hardener, either with iron dust or a chemical whose principal property is magnesia fluo silicate. This latter has a tendency of hardening the surface to such an extent that it will not wear readily.

The most economical floor is the structural floor slab finished at the time it is poured, being troweled to a smooth and dense surface.

Another type of concrete floor is made by providing a cinder fill between the structural slab and the finished floor surface, and if properly laid will wear just as well as if it were laid integrally with the slab.

Another coating for concrete is asphalt mastic, where the asphalt has a very high melting point, and does not become too soft during the warm weather. This provides a very good surface, but if it is made with too high a melting point it becomes brittle and cracks in cold weather. If made too soft, the truckman constantly trucks over a little wave of this material, so that it means that

he is theoretically trucking uphill.

This asphalt mastic floor is also used as a bedding or cushion, on which maple or other wood flooring is laid, but the expense is too great to be justified, except where dampness in the basement or lower floor makes it necessary.

In mill constructed buildings the usual wearing surface is maple flooring, which gives the most satisfactory surface of any wood floors.

It must be kept in mind that wood floors must not be treated with any chemical compound or creosote of any kind where sugar, coffee or like material is stored, as this has a destroying effect on these commodities.

Generally any cement floor will be cut by iron truck wheels unless special care is given to keeping the wheels in specially good condition by machining them when they become rough, and by keeping the floors free from abrasive dirt. Iron hardener on the surface will not prevent the wearing of the floor, if the trucking is severe, but if incorporated in the mix makes a very desirable floor surface.

The type of truck used, as well as the loads, has a decided influence on the wear of the floor.

## Fire Protection in Construction and Design

By ARTHUR T. PRESCOTT

Treasurer, J. Edward Ogden Co., New York

FOR the purposes of this discussion, fire protection is defined as protection against and prevention of the spread of fire. The best possible protection against fire is "good housekeeping," and is entirely independent of the design or construction of the premises. Prevention of the spread of fire, on the other hand, is almost entirely a question of the use of fire fighting equipment and fire resistive construction.

"Good housekeeping" is best conserved by regular and systematic inspections, but fails of its purpose unless the management furnishes the necessary equipment for the collecting of waste and provides means for its proper disposal. Its commercial value is proven by the fact that every type of insurance schedule makes provision for an extra premium charge, ranging from ten to twenty-five cents per hundred dollars, for "untidy" conditions. \*

Automatic sprinklers stand, pre-eminently, at the head of all fire fighting devices, but even these should be equipped with some approved form of central station valve alarm to prevent an excessive flow of water and the resultant damage incident thereto.

Of the apparatus depending upon human aid for its efficacy, the humble, and too often neglected, fire pail must be placed first. Deftly delivered at fire's inception, the contents of a single pail of water, or sand, may be the means of preventing a conflagration, and with a

minimum of water damage. Casks of water with empty pails, or covered tanks with submerged pails with self rising handles, are better than the more common rows of filled pails on shelves or hooks, because of the reduced evaporation and lessened danger of freezing. This is especially true in underheated or

half of the required number of fire pails may be replaced by extinguishers—at the rate of one extinguisher for each six pails—without insurance rate penalty.

Standpipe and hose equipments, while not necessarily least efficient in competent hands, nevertheless generally grade lowest in insurance tables of credits. This is, primarily, because they are not first aids, and because they frequently create an unnecessary water damage.

#### FIRE PROTECTION

**G**OOD housekeeping," automatic sprinklers, fire pails, chemical extinguishers, stand pipe and hose equipments, fire walls, fire doors and window openings are discussed by Mr. Prescott, who makes this point:

*"Of the apparatus depending upon human aid for its efficacy, the humble, and too often neglected, fire pail must be placed first."*

overheated locations. In cold locations, each water barrel should be provided with a heavy stick which may be used to break surface ice.

Chemical extinguishers, of which there are a number on the approved list, are supplementary to fire pails, but it is worthy of note that not more than one-

#### Fire Walls

**T**HE proper design and construction of fire walls and partitions are fully covered by the provisions of the New York building code, which defines a fire wall as "any wall built for the purpose of restricting the area subject to the spread of fire." The great importance of these walls, and the fact that they are liable to be severely exposed to fire for considerable periods, makes it essential that they be well constructed of suitable materials, and pierced by a minimum number of openings. Also that these openings be of the smallest practical sizes, and fitted with doors having a high degree of fire resistance. The following New York code requirements have general application to fire walls in warehouses wherever located.

Section 371, paragraph 1, states: "Fire walls shall be constructed of approved masonry, or reinforced concrete, of the thicknesses prescribed by this

chapter for the exterior walls of the building in which it is erected but if hollow terra cotta blocks are used, they shall be filled solidly with concrete. In non-fireproof buildings fire walls shall be continuous from the foundation to the roof and provided with a parapet wall, as specified in section 259 of this chapter."

Section 371, paragraph 2, provides: "No opening in a fire wall shall exceed eighty square feet in area, and the aggregate width of all openings at any level shall not exceed twenty-five per cent of the length of the wall, except that in the first story of buildings equipped throughout with an approved system of automatic sprinklers larger openings and a greater percentage of wall length may be used by special written permission of the superintendent of buildings, stating the reason for such allowance. Every opening in a fire wall shall be protected on each side of the wall with an approved automatic fire door. When any fire wall serves also as a fire partition it shall have no openings other than door openings not exceeding forty-eight square feet in area, and one of the automatic fire doors at each opening shall be replaced by a self-closing fire door."

#### Partitions

"**F**IRE partitions" are for the subdivisions of larger areas separated by "fire walls." Openings in fire partitions should be provided with doors which will act as fire retardants, but which need not possess the qualifications necessary for the protection of openings in fire walls.

The New York code specifies that the permissible area between fire walls is governed by the "construction, height and occupancy of the building," meaning thereby that there is practically no limit to the area except that the building must be built to accommodate the floor loads and other stresses. See Article 3 Section 72.

While neither the New York code nor the insurance rules puts any limit on the area of a building, yet the insurance rates take cognizance of this condition. The New York Fire Insurance Exchange defines the area of a building as the number of square feet at the first floor including the thickness of the walls. In New York City the allowable area without extra premium charge for a brick, ordinary joist, constructed building, rated on a mercantile schedule, is 2500 sq. ft. For each 1000 sq. ft. of excess area the charge is three cents (3c.) per \$100. Provision is made, however, that this extra charge on a building of six stories or less, shall not exceed \$1—over six stories it shall not exceed \$1.50.

Sole occupancy may further modify these charges.

Fire resistive construction is favored by a less severe penalization. An area of 5000 sq. ft. is permissible without charge (as against 2500 sq. ft. in ordinary buildings) and for the next 5000 sq. ft. of area, only one-quarter of a cent

(1/4c.) is charged for each 1000 sq. ft. instead of three cents (3c.) as in ordinary buildings. Under the manufacturing—and numerous special—schedules the treatment is somewhat similar, but varying in details.

As with other buildings, there is no legal limit to the area of a pier shed. The best insurance practice, however, recommends that the pier shed have a steel frame, covered on the outside with sheet metal, concrete decks, and a roof of 2 inch plank. All floor openings should be protected by standard fire doors. The lowest insurance rates apply to a single deck shed, although the bulk-head shed may be of two stories.

Fire in a pier shed is likely to spread with great rapidity through the freight, or along the underside of the roof. It is impractical to build fire walls in this class of building, but the spread of roof fires may be greatly checked by corrugated iron fire stops attached to the trusses every one or two hundred feet. These should fasten tightly against the roof and extend downward from eight to ten feet. The roof should be supplied with sufficient skylights to illuminate the whole area without the need of side windows. The sides of the shed should be entirely doors, so that it may be opened up wherever the ship's hatches may come, or wherever it is most convenient to place lighters. Double deck piers must, of course, have light on the lower deck, but this may readily be secured by steel sash with wire glass set in the side, or cargo doors.

#### Cargo Doors

**U**NDER this designation are included all outside doors through which freight is passed whether in pier sheds or warehouses. The following requirements should be met for both classes: The door should be (a) fire resisting; (b) strong enough to resist severe blows such as might be caused by trucks backing into it or swinging loads on cargo hoists on piers; (c) it should be possible to pile goods close to it on the inside; (d) there should be no gearing or chains in a position to be fouled or damaged; (e) it should be capable of operation by one man; (f) it should not occupy floor space when open; (g) it should not depend on a track of type that can become choked with dirt or on any other mechanism that is easily clogged or thrown out of order and all moving parts should be designed for exposure and rough usage; (h) in addition all doors in pier-sheds should open inwards to be clear of ship's tackle.

Rolling shutters have been used in many cases and given good service but in large size are difficult to operate and are open to objection (b)—see above. Doors sliding on tracks parallel with the wall are open to objection (f) and sometimes to (g). Doors of the "jack-knife" or folding type, divided horizontally in the middle and hinged middle and top and raised by a chain and counterweight have had an extensive use. They are frequently hung on the outside of warehouse openings and form a canopy over-

head when open, but this is sometimes objectionable on account of interference, especially on piers. When hung on the inside, goods cannot be piled as close to them as possible with some other types.

Swinging hinged doors are objectionable whether swinging in or out—(c), (f) and (h).

The best type of cargo door is that consisting of two sections arranged so that the lower section will slide vertically over the inner face of the upper section and the two sections then swing on eye-bar links inward and upward to a position close under and parallel to the ceiling with the upper edge farthest from the door. A door of this kind occupies no floor space, has a minimum clearance line and is entirely clear of cargo or ship's tackle on the outside. The best construction for doors of this type consists of angle iron frames covered with crimped iron. It is usually advisable to place a wire glass light in the upper section. The counterweights should be enclosed in pockets at the jamb.

Where the minimum inside clearance line for piling goods is not essential, a door in one piece arranged to be raised from the bottom while the top slides inward on tacks hung from the ceiling makes a strong and practical door.

There are no building code or insurance regulations governing the size of cargo doors.

#### Fire Doors

**T**HERE seems to be no recorded history of the development of fire doors. Inspection of fire doors in old buildings seems to indicate that designers made improvements from time to time as defects in older doors became apparent, so that the modern door represents the combined improvements of many years and many people. The present insurance requirements are founded on much practical experience and are, necessarily, very stringent.

A fire door cannot be considered as standard, unless bearing the label of, and constructed according to the requirements of the Underwriters' Laboratories, Inc. It must be constructed of a non-resinous wood or approved composition core (either two or three-ply, according to conditions under which it is to be used) covered with double lock jointed tin. The door must overlap the sides and top of the wall opening by at least four inches, and close over an approved sill.

It is quite as important that the fire doors should have approved types of hardware as that the doors themselves be properly constructed.

A rolling steel shutter, if labeled by the Underwriters' Laboratory, is accepted for some locations in lieu of one of the usual set of two standard metal covered doors.

Solid steel fire doors, hollow metal fire doors, kalamain doors and iron doors are all sub-standard and not acceptable as fire doors in fire walls, although they are accepted under certain conditions, and for certain types of interior enclosures, more particularly floor openings.

## Window Openings

FOR window openings in an exposed wall of a building, the National Board of Fire Underwriters requires the following: "Metal frames containing the sash or glass shall not exceed seven feet by twelve feet between supports. Larger openings must be reinforced at every point of division by mullions or horizontal members." (See rule 100.)

Windows shall be glazed with approved one-quarter inch wired glass extending as closely as possible to the bot-

tom of the grooves on all sides. Wired glass between supports must not exceed seven hundred and twenty (720) square inches, and the longer dimension of the glass must not exceed fifty-four (54) inches.

Even where the exposure is not unusually severe, the best underwriting practice recommends the installation of five shutters as an additional protection. These shutters may be constructed in a manner similar to standard fire doors, or they may be of heavy sheet steel or

iron plates, varying with the degree of exposure.

## Summary

TO summarize: "Good housekeeping" guards against fire's inception from within; proper protection of exposed exterior openings insures against the ingress of fire from without, and adequate and properly maintained fire fighting devices, intelligently used, prevent the spread of fire whether from within or without.

## Permanent Freight Handling Equipment

By CHARLES C. HURLBUT

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THE modern development of handling apparatus has affected to a considerable extent the plan and structure of a modern warehouse. In the design of buildings where the movement of goods is to be rapid and in large volume a careful preliminary study should be made of the routing and method of transportation in the building before the main structural features are determined upon.

## Elevators

FOR ordinary vertical movement in warehouses the platform elevator is the most rapid and economical apparatus in use for general merchandise. In small warehouses and for long-time storage and infrequent movements the number and position of elevators can only be determined by experience and in general is dependent on the economical hand-trucking radius for the class of goods carried.

In the case of large terminal warehouses through which the movement is rapid and of large volume the size, number and capacity of elevators is a function of the maximum tonnage to be moved per hour in and out. To attempt to base it on the floor area is unscientific and may result in serious mis-calculation.

The maximum tons per hour to be moved in any period or the total number of elevator loads per hour must first be estimated as closely as possible.

Let  $w$  equal elevator load in tons (not capacity but average load carried)

$W$  equals total tons per hour to be moved in and out by any group of elevators

$t$ —equals the number of round trips of one elevator per hour

$T$ —equals the total trips per hour.

" $t$ " can be closely estimated from the height, speed of elevator and method of loading to be used. " $T$ " equals  $W/w$  and the number of elevators required equals  $T/t$  or  $W/tw$ .

In addition there should be some allowance for elevators out of service.

If the warehouse is in connection with a pier and provision is to be made to

receive the freight as fast as it is unloaded from the ship or to take goods direct from warehouse to ship's hatch, there should be provided in general for each ship's hatch to be served one elevator of 4-truck capacity (9' x 17') or two elevators of 2-truck capacity (9' x 9' or 6' x 17').

When large quantities of freight are to be handled rapidly the most efficient arrangement of elevators is in groups near the centre of the space to be served. Freight should enter at one end of the car and leave at the other and the flow should be always in the same direction without crossing the paths. This is a par-

enough to permit the handling of trucks and to allow a tractor to pass at the same time. This width should be not less than 14 feet when the elevators are 9 feet deep and 19 to 22 feet when the elevators are 18 feet deep.

This circulation system has been brought to a high degree of perfection by the invention of self-leveling elevator and the central control and dispatch system of operation by which the movement and position of each elevator in a group is shown by lights on a central indicator board and controlled with buttons by a central dispatcher.

Freight is placed on and taken off the elevator by men on the floor who also close the doors, thereby giving the dispatcher the signal that the car is ready to be moved.

As this system applied to the Army Supply Base in Brooklyn has been fully described and illustrated before this Society, it is not necessary to describe the system in detail.

The elevators in a group should be placed side by side with entrances in line.

The position and direction of the row, whether parallel to the short or long axis to the building must be determined by the plan and conditions in each case.

## Elevator Doors and Enclosures

BOTH openings of each elevator should be closed with a fire door and in very large warehouses it is advisable also to separate the operating space surrounding the group by fire walls. Certain walls should also be placed between the elevators, separating them into groups of not more than two.

For rapid handling of freight, doors should be power operated. They should open automatically when the car reaches the landing but should be closed only by the men on the floor and there should be an inter-locking device to prevent the car leaving the floor when the door is open.

## Charging Stations

IN large warehouses where a good many tractors or electric trucks are in use a separate charging room should be provided. As it usually takes seven hours to charge a tractor battery, sufficient charging plugs should be provided for adequate service. Handling apparatus should also be provided for lifting and transposing batteries.

## Special Equipment

THE requirements and use of the building will determine the character and extent of special equipment required, such as conveyors, spirals, ramps and telfers which are outside the scope of this report but in the design of a warehouse the special requirements should be carefully studied and all structural provision made for the installation of permanent equipment.

## Ceiling Inserts

IN warehouses of concrete construction when the character of over-head apparatus is not fully known in advance, it is advisable to provide socket inserts in the ceiling at fixed intervals of not over ten feet to provide for future hangers. Inserts should also be set for the support of all hangers for sprinkler, plumbing, heating and electrical pipes or conduits.

## Warehouse Operation in Its Relation to Terminal Engineering

By ALTON H. GREELEY

President, General Cartage & Storage Co., Cleveland

### Reduction of Fire Hazards in Operation and Fire Prevention Equipment

THE manner in which the reduction of fire hazard in operation of warehouses is handled depends greatly upon the utility of the property—the construction of the building and of course the goods which are to be handled.

The building should be fire-proof to start with and should contain a sprinkler equipment. The size of the units should be curtailed as small as possible to reduce the fire hazard and also to keep the insurance rate as low as possible. Goods of a hazardous nature should be stored in a separate building if possible, or by all means in a separate unit by themselves. Carbide and other dangerous chemicals should always be stored in a separate building remote from other buildings. Metal receptacles with covers should be available in each unit for the storing of rubbish and sweepings and emptied daily.

Hand fire extinguishers of the air type for buildings not heated and chemical type for those which are heated should be in sufficient numbers in each unit. Fire pails and barrels are preferable in many cases but require attention and take up considerable room. Fire hose and similar auxiliary equipment should be installed in all warehouses where fire hazard might become a serious menace.

### Story Heights for Storage of Different Classes of Merchandise

THIS subject is one which is usually controlled by the construction of the ordinary warehouses, which have a ceiling height of 10½ ft., thus making it necessary for the warehouseman to confine himself within this space. Some warehouses however, for the storage of cotton, wool, tobacco, sugar and steel, are built and designed especially for the commodity which it is to handle and vary in height as high as 25 ft. Such houses always carry with them the hazard of some day being required to change the

utility of the property and for that reason are very rarely built for general storage purposes.

### Economy in Handling From Cars or Trucks to Storage Space in the Warehouse

FREIGHT should never be trucked by hand to exceed a distance of 100 ft.—50 ft. being the most desirable maximum. All other distances become one requiring special study as to the requirements, whether the move be elevated or

### FUNDAMENTALS OF WAREHOUSING

M. GREELEY, although engaged in warehousing—being president of the American Chain of Warehouses—is a member of the Society of Terminal Engineers. In this paper he discusses fire hazards, story heights, economy in handling and stacking, dunnage, renovating damaged goods, mechanical plant fixtures, care of property, system of operation and other warehousing fundamentals of interest to engineers with warehousemen as clients.

lowered or travelled on the level, either by use of elevators, lowerators, spiral chutes, gravity conveyors, tiering machines or tractor and trailer plan.

### Economical Stacking to Avoid Re-Handling — To Conserve Floor Space and to Allow Goods to be Moved as Required

ECONOMICAL stacking to avoid re-handling becomes a very easy problem when the packages are all of the same size and kind. The only feature which governs the height of stacking then becomes the capacity of the floor

to stand the load. In cases where goods are of a kind requiring delivery by case number or other specified packages, the matter becomes purely one of good judgment in loading on the top those which must go out first. The loading of merchandise to conserve floor space and to allow all goods to be moved as required is one of common practice in warehouse operations.

The usual means of conserving floor space of course is to allow sufficient space for aisles and utilize the ceiling height as a means to pile goods as high as possible.

### The Use of "Dunnage" Racks or Other Devices for the Economical Utilization of Space

ALL goods which come under this heading require special treatment. Many warehousemen are installing racks for the storage of barreled goods, trunks, etc. and the arrangement works out most economically and is extremely satisfactory.

### Reclaiming Plants for Renovating Damaged Goods

SOME of the large warehouse companies have reclaiming plants for the storage of cereals, rice, cocoa, beans, peas, flour, etc. Special machines are built for the purpose. The Huntley Manufacturing Co., Silver Creek, N. Y., having an agency at 107 Water St., New York City, in their catalog No. 48-50-56 and 60—show a general line of machines under which renovating processes of different materials are handled.

One of the large companies operating in the City of New York has for the past ten years been using machines of the nature referred to, which permit of the material being run through the machine and separated by a system of screens, clean and polish by brushes, the dust and dirt being removed and the recovered material is then ready for re-bagging or packing into cartons as the

case may be. There are other types of reclaiming arrangements covering the killing of germs by heating process, all of which require special study and treatment for the particular commodity and must be conducted with care or damage is liable to ensue. There are other processes for the drying of grains, dried fruits, etc. all of which are generally known and thoroughly understood.

**Mechanical Plant Fixtures Such As: Auto Charging Stations—Repair Shop—Vacuum Cleaning Plant, Etc.**

MANY household warehouses throughout the country are equipped with pneumatic cleaners for use in connection with the storage of rugs, which is a business very closely allied to the storage of household effects.

Charging stations are required in all plants where electric vehicles of any nature are operated and present a special study in each case.

It is not supposed that this Committee intends to make a special study of this feature and designating more favorably any one plan over another.

Every warehouse necessarily has a repair shop in charge of a capable machinist or house carpenter, whose duty it is to repair machinery and keep the plant in running order.

**Care of the Property to Prevent Deterioration, Especially Floors**

DETERIORATION in warehouses comes mainly from the outside structure—the kind of construction des-

ignating the treatment required to make preservation as secure as possible. The inside deterioration comes from contact with trucks and materials from becoming damaged by contact. This is usually prevented by the protection of metal corner bumpers, which do not require special attention after having been properly installed. The abrasion of floors and destruction by trucking is the big bug-a-boo in the warehouse business. Floors of all kinds and designs will eventually wear out and require re-building—each kind of floor requiring special treatment.

**System of Operation of a Large Warehouse or Group of Warehouses: Working Force, Checking Goods In and Out, Records, Etc.**

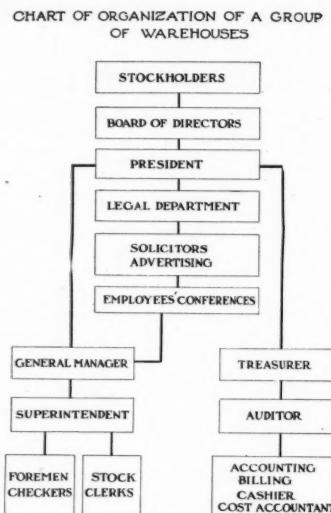
A SYSTEM of operation of a group of warehouses becomes a very simple one when the details are properly laid out and the organization perfected. The working force can be more clearly designated by the chart appended hereto.

**Responsibility to Owners—Making Losses Good, Etc.**

THE responsibility of a warehouseman to owners of property is that of general care of the goods—covers the proper delivery of all commodities received—their care and protection during the period of storage, but does not cover rust, fire, destruction by the elements, losses occurring by invasion or riots and even some cases of theft where it can be clearly proven that the warehouseman has used due care and diligence, are not directly chargeable to the warehouse company. The making good of all losses to owners of goods while in storage, is one which every honest warehouseman will take care of, once proof of loss has been established.

**Proportion of Floor Area Available for Storage, Considering Different Classes of Commodities**

THE opinions of warehousemen differ greatly on this subject—varying from 15 to 35%.



## Cost and Income; and Relation of Car Shortage to Warehouse Facilities

By WILLIAM J. BARNEY

President, Barney-Ahlers Construction Corp., New York.

IN apportioning the work of this committee, three subjects were assigned to me for specific investigation and report within a reasonable space.

No. 1—Current prices for storage space charged to tenants or owners of goods by different warehouses.

No. 2—Relative cost and advantages of re-inforced concrete and steel frame construction.

No. 3—Relation of car shortage and freight congestion through lack of adequate warehouse facilities.

Some 225 letters were sent out to representative warehouse companies scattered throughout the country from California to New York, and from Chicago to New Orleans. It is very gratifying to record the whole hearted co-operation and responses received, over forty-five companies responding very fully in long letters.

### CENTRAL BUREAU REPORT

MR. BARNEY in his discussion of warehouse costs, charges and incomes alludes to, and quotes liberally from, the Central Bureau Report of the American Warehousemen's Association, a document which, as Mr. Barney notes, was published in the January issue of *Distribution & Warehousing*.

Distribution of this report among warehousemen represented a healthy movement, Mr. Barney told the engineers; the report was "a gold mine of information" for terminal engineers, and he urged all engineers with warehousemen-clients to obtain copies and study it.

In this circular letter relative to Question No. 1, I endeavored to ascertain whether the warehousing rates were based upon some scientific formula, or merely on a competitive basis and to obtain supporting data.

The replies to this question from various sections of the country differed widely. For example in California, one of the leading warehouses of San Francisco writes: "Our rates were based on rates current at the time the State Railroad Commission was given jurisdiction over storage warehouses as Public Utilities, and changes since then have always been made upon authority of the Commission. The difficulty in getting approval of changes in rates from this body has precluded getting the rates definitely related to the cost of operation in the manner that it should be done and which it is hoped sometime in the future will be possible."

Again on the other hand, in some of the large cities like New York, rates were apparently based upon all the traffic would bear or on bargaining and had a very wide fluctuation. I quote from one of the large warehouse companies in New York City, "Dozens of 'Fly-by-night' concerns sprang into existence, (during the war), renting old stables, lofts, sheds, stores, ancient loft buildings and even tenement houses. With the close of the war many of these temporary concerns were forced out of business. Their charges had been outrageously high. However, there are quite a number of these concerns still in existence and apparently doing a prosperous business, giving inadequate service and unsuitable quarters."

Again to quote from the same authority "Most of the storage warehouses in this city are basing their charge on a square foot of occupiable area at 10.07c per month. It must be understood that occupiable area is based on 50% occupancy. Some of the warehouses here are charging more, basing their charges on 12.18, 14.74, and even 16.21c per month but these people are making very inadequate handling charges, in other words they are making storage bear part of the expense of handling, which is an incorrect principle."

To quote from another very important warehouse official in New York City—"There are no uniform rates on storage or handling in the warehouses of New York City. Each warehouseman makes a rate to suit himself or to meet competitive conditions. Our rates are about 5c. per 100 pounds per month for storage, and from 5c. to 7c. for handling in and out—although this is not a fixed basis. We do not print a tariff, although we are endeavoring to prepare one but find it an extremely difficult thing to do in view of the fact that competition is uncontrolled and rates are at such variance that it is next to impossible to decide what rate to publish and stick to."

Further the same authority states "There are only two warehouses in the Port of New York whose charge for handling produces sufficient revenue to meet the pay roll expenses of the men handling the goods. Necessarily, therefore, the storage rate bears all the loss of handling and all the overhead."

Regarding the conditions of New York, however, it is but fair to quote further from another warehouse official: "There were at one time on Manhattan Island over two hundred storage warehouses; of these the only ones that might be considered as Terminal Warehouses (that is having track connections) were the Baltimore & Ohio Stores at Twenty-sixth Street, The F. C. Linde Company, of St. Johns Park, The Terminal Warehouses at Twenty-seventh Street and Eleventh Avenue, The Picker Warehouse at Twenty-eighth Street and Eleventh Avenue, and the Rossiter Stores at Sixtieth Street and Eleventh Avenue. The result was that consignees were compelled to pay from twenty to thirty cents per hundred pounds on all their

goods to the off track warehouses. This class of warehouse can hardly exist in any other city than New York. It imposes too heavy a burden on commerce, great delays in removing goods from cars and piers, great delays when it comes to re-shipping and much pilferage and breakage in the two cartage operations. Nothing has been done to remedy this situation."

Apparently this authority's remedy would be as follows: "I believe that all warehouses should be put under Public Utilities, the same as banks, and every effort should be made to see that none but responsible parties are engaged in the business; that their rates should be fair and equal to all; that each warehouse should publish its tariff and file it where it may be consulted by anyone interested, so that the man who has one carload in a lifetime to store will get the same rate as the man who offers fifty carloads at once."

A partial analysis of the many rates received is presented in the table below which would seem to give an average of about 7c. per square foot. There seems to be a decided tendency to lower the average charge where larger space is engaged. Also the general tendency seems to be to minimize the handling charges as far as possible and throw that into the storage charges. It is interesting to note that of the nineteen firms not issuing tariffs only two definitely stated that their charges were based on the cost of operating including the cost of building, figured down to square foot or cubic foot basis.

No. of warehouses not issuing tariff but reporting rates	Rate per Sq. Ft.	Minimum	Maximum
1	3c.	5c.	
2	3 1/2c.	6 1/2c.	
1	5c.	10c.	
1	6 1/4c.	16 1/2c.	
1	6c.	10c.	
1	..	6 1/2c.	
1	7c.	7c.	
1	7c.	10c.	
1	..	7 1/2c.	
1	6 1/2c.	7 1/2c.	
1	7 1/2c.	15c.	
1	8c.	10c.	
1	..	10c.	
1	..	10 1/2c.	
Rate on 100-Lb. Basis			
1	5c.	7c.	
1	4c plus		
		45-50 handling charge	
2	Charge based on cost of operating, including cost of building. Figured down to sq. ft. and cu. ft. basis		

Filed with this report are the various tariffs received, which are too voluminous to be analyzed. They will be available in the records of the Society. Perhaps the most interesting feature of this rate making has been the keen recognition by warehousemen themselves of some necessity for getting away from the competitive basis for charges and putting their charges on some uniform relation to their operating costs and interest on their investments, and making the question of service, fireproofness and other features their selling point.

On the other hand, spreading very widely throughout the country, I found that different warehousing companies were endeavoring to follow the very scientific and interesting basis for rate

charging issued by the Central Bureau Committee of the American Warehousemen Association with such modifications as suited their particular cost or local conditions.

The Central Bureau Committee of the American Warehousemen Association has issued a valuable scientific and interesting report. Their introduction states very clearly the work covered by this report. "Their work (of the committee) should be strictly confined to preparing a standardized basis for rates from which the individual warehousemen could compute rates that would be equitable as between different commodities in his warehouse; rates that would produce the same net revenue in each and every class of goods whether stored in bulk or in assortment, in quantity or in small lots. They have assumed that not only was it no part of their duty to attempt to produce uniformity of prices as between different warehouses, but that it was imperative that they do nothing that would indicate or suggest a combination to establish such uniformity; to do so, whether or not it could be construed as a combination in restraint of trade, would be directly contrary to the evident intent with which they were appointed."

The basis of this Committee's report was first a standard type of warehouse. After exhaustive investigation they decided that a standard building should be taken, 200 x 100 ft. outside dimensions, six-story and basement, reinforced concrete, flat slab construction with brick or hollow tile panels. They estimated the cost of this building to be \$3.75 per sq. ft. They also made allowances for the other investments as shown by this table.

*(Editorial Note: Here Mr. Barney's paper reproduces in part the Central Bureau report of the American Warehousemen's Association which was published in full in the January issue of Distribution & Warehousing. Mr. Barney describes the report as being "full of the most interesting observations and facts for the engineer engaged in designing and laying out warehouses." He says that "it presents a scientific and interesting effort on the part of business men to correlate and place their charges upon a rational and scientific basis.")*

TO pass on now to the second feature of my report, the relative cost and merit of re-inforced concrete warehouses, vs. other types of construction.

The consensus of opinion and replies received, and of the Central Bureau Committee is overwhelmingly in favor of reinforced concrete. The principle reason, aside from its durability, is the lower insurance rate that is obtained and the low upkeep required. Of the replies received, 15 were in favor of reinforced concrete construction, three favored mill construction and two favored steel frame construction, one making the rather unusual claim that he received a lower insurance rate, 10-12% lower. Thirteen advised that they could give no information on the subject as they did not have comparative experience, apparently having adopted the particular type of building mostly favored

in their locality. It is interesting to note some one or two objections to reinforced concrete construction. The Terminal Warehouse Co. of Baltimore stated that from their long experience steel frame with brick wall panels, with maple flooring, more than offset the lower rate obtained by concrete, as a concrete building "sweated and the floors dusted." The American Warehouse Company of Galveston, Texas, gave a rather unique reason in favor of mill buildings with sprinklers because of their experience in the Galveston Fire. They state that reinforced concrete buildings crumbled up with as much completeness as buildings of less fireproof construction, and that they had found it extremely expensive to clear away the remains of the reinforced concrete structures. Hence they are decidedly in favor of building Mill buildings with sprinklers.

One of the warehouse companies had evidently had similar experience with dusting floors to those in Baltimore, and had obviated the difficulty by having mastic blocks in their runways where trucking was necessary.

The Central [General?] Cartage and Warehouse Co. of Cleveland prefer concrete and emphasize very strongly the supreme value to warehouse companies of being able to obtain low insurance rates, stating that, under normal conditions, the selection of a warehouse would be largely determined, other things being fairly equal, by the rate of insurance that could be obtained on goods in the type of building offered.

In order that the members of the Society might have something authoritatively upon this important question of insurance, I wrote directly to the Manufacturers Mutual Fire Insurance Company at Providence, R. I., one of the largest of the independent insurance companies, who specialize in industrial insurance. I also wrote to the well-known firm of insurance brokers, Hall-Morse Company of New York City, and requested from them consideration of this question from the standpoint of the regular "line" insurance companies. The responses received were of such interest that they are reproduced here in full:

"Manufacturers Mutual Fire Insurance Co., Providence, R. I.  
January 28, 1921.

"Dear Mr. Barney:

"Your letter of the 28th instant arrived this morning and I appreciate your confidence in my ability to solve the problem which confronts you. There is of course one point which will control my answer from our viewpoint and that is the simple fact that all our insurance rates are based on buildings protected with automatic sprinklers. Therefore I cannot answer your question regarding rates on different types of construction where the building is not sprinkled. The best method for finding the comparison in insurance costs for construction types alone is to obtain a copy of the Universal Mercantile Rating Schedule as published by the National Board of Fire Underwriters. This can readily be obtained through their office on William Street, New York.

"In our Mutual Association the rates on warehouses are very uniform for

both slowburning construction and fireproof constructions, primarily because both types are protected with sprinklers. The net cost in our system of insuring such buildings amounts to between three and four cents per hundred dollars per year with only slightly higher rates on contents, depending on the material stored. These rates of course are those applying on warehouses connected with factories insured in the Mutual Companies.

"A warehouse of quickburning construction with corrugated iron sides and joisted roof would take a rate about twice as much as that for a slowburning or concrete warehouse, assuming that surroundings and water supplies remain the same.

"The rates for warehouses of the usual freight station type with brick walls and light timber roof construction would stand about midway between those for slowburning or fireproof construction and corrugated iron type above referred to and would probably show a difference in cost of about two or three cents per hundred dollars per year more than for slowburning construction.

"It is probable that in no case will the difference in insurance rate represent a sufficient saving to warrant the additional cost of the best types of construction but there is no doubt that other advantages, such as repairs, economical heating and added safety against total destruction by fire, enter into the comparison between the two types."

"Hall-Morse Co., Inc.,  
100 William Street, N. Y. C.  
"February 11, 1921.

"Dear Sir:

"Your letter of February 2nd to our Mr. L. W. Morse has been handed to the writer for an answer. These are rather difficult questions to answer and can only be given approximately as so many questions effecting rates can not be told unless every detailed condition is known.

"The basic rates which you speak of for warehousing occupancy would not give the proportion between the rates of the various kinds of buildings mentioned. For instance the basic rate on a fireproof building being erected in the city of Newark would be 30c. whereas with a common joisted building it would be only 20c.; but with the occupancy assumed you can see by the following figures that the fireproof construction is a much lower rate.

"We are giving a list of rates on buildings to be figured on the same assumed occupancy and the construction assumed as follows:

"Building No. 1—Eight (8) story and basement reinforced concrete, fireproof construction, 10,000 sq. ft. area. With no exposure but provided with a Watchman Service and inside protection.

"Building No. 2—Three (3) story brick building and heavy mill or slow burning construction. No exposure and provided with a Watchman Service and inside protection.

"Building No. 3—Three (3) story brick building with floors open joisted and double boarded. No exposure and provided with Watchman Service and inside protection.

"Building No. 4—One (1) story frame joisted building covered with corrugated metal. No exposure and provided with Watchman Service and inside protection.

"Building No. 5—One (1) story brick building and slow burning construction.

No exposure and provided with Watchman Service and inside protection.

"Building No. 6—One (1) story brick building with roof of joisted construction. No exposure and provided with Watchman Service and inside protection.

#### Unsprinkled

	New York City, State of Brooklyn	New Jersey, and Suburban Territory	City of Philadelphia
Building No. 1.....	.10	.17	
Building No. 2.....	.17	.36	
Building No. 3.....	.19	.44	
Building No. 4.....	.80	.75	
Building No. 5.....	.34	.34	
Building No. 6.....	.36	.37	

#### Sprinkled

Building No. 1.....	.056	.05
Building No. 2.....	.06	.07
Building No. 3.....	.10	.115
Building No. 4.....	.12	.128
Building No. 5.....	.06	.066
Building No. 6.....	.10	.108

"The rates given under the Sprinkled proposition are premised under the assumption that the Sprinkler System is 100% Grading.

"In glancing over the list of rates you will notice that the rates on Buildings Nos. 1, 2, and 3 are considerably lower in New York and vicinity than they are in New Jersey. This is probably caused by the fact that the fire record has been better.

"If at any time you should require the actual figures for comparison between reinforced concrete fireproof buildings and slow burning and joisted buildings the writer would be pleased to give you the exact rates for each class of construction if you can give him the desired information, that is, location, occupancy, exposure and general conditions."

As to the type of construction, the Central Bureau Committee of the American Warehousemen's Association specifies their standard type of building as follows:

(Editorial Note: Here Mr. Barney quotes further from the Central Bureau Report.)

**R**EARGING the comparative cost between reinforced concrete warehouses and other types of construction, in this time of rapidly changing material and labor conditions, it is very difficult to make any definite study. Moreover this question of cost is one of a local nature depending largely upon the local conditions of labor and material market, and also upon the further consideration of investment charges, entirely aside from the first cost of the building itself.

From my experience as contracting engineer there is no doubt that during the war period reinforced concrete buildings could be put up cheaper than steel structures. It is my opinion now though, based upon recent estimates, that the pendulum is swinging the other way, in favor of steel, from the standpoint of cost.

Mr. Scott, President of the Southern Pacific Line, presented comparative costs of various warehouse structures, and had these all reduced to estimated costs as if built at this time. This table is of interest and possibly presents authoritative data, though it is difficult to determine its value without knowing all the factors such as heating, plumbing, etc., entering into the estimate as revised to date. I also submit several

estimates made in my office which may prove of some interest. It should be borne in mind however, that under the competitive conditions now prevailing in the construction world, especially industrial construction, all data relative to prices, especially square foot prices, as based upon the last few years experience, are practically worthless, as contractors are to-day taking work on prices unheard of for many years. Mr. Scott's table follows:

	Total Cost if Built 1920	Total Sq. Ft.	Cost per Sq. Ft.
1—San Antonio Warehouse; concrete; two stories.....	\$147,681.25	32,550	4.54
2—El Paso Warehouse; concrete; three stories.....	117,699.22	27,600	4.25
3—Galveston Warehouse; concrete; one story.....	129,885.80	70,000	1.85
4—New Orleans Prop. Fruit Cotton Warehouse; concrete construction; one story.....	142,656.65	37,200	3.85
5—Prop. Fruit & Cotton Wareh'se; steel frame; one story	97,464.00	37,200	2.55
6—Prop. Fruit & Cotton Wareh'se; steel frame; one story	81,864.00	37,200	2.20
7—Prop. Fruit & Cotton Wareh'se; steel frame; one story	69,294.00	37,200	1.85

#### Buildings Estimated Barney-Ahlers Construction Corp.

	Total Cost if Built 1920	Total Sq. Ft.	Cost per Sq. Ft.
Est. No. 453—Concrete and frame structure; two stories.....	\$48,543.00	10,600	4.59
Est. No. 354—Mill and concrete; two stories.....	43,370.00	10,600	4.09
Est. No. 365—Concrete building and garage; 10 stories.....	164,419.00	48,000	3.44
Est. No. 384—Concrete; five stories.....	302,698.00	70,200	4.32
Est. No. 466—Bridge and mill; clear span; one story.....	32,049.00	10,000	3.20

"The risk of unnecessary cost and losses which New York has shouldered year after year because of lack of proper expansion of those direct rail facilities and supplementary warehouses are prodigious. None but such a great and rich growing city as New York could have borne the burden. And none but such a very large and exceedingly busy population ever would have permitted this serious defect to pass uncorrected so long."

"It is said that \$200,000 a day is wasted and lost in New York because of its method of distribution; and, of course, every person in the city pays a share of this waste and loss."

Doubtless the same observation practically applies to all our large centers with one or two exceptions, as it is practically impossible to run railroad sidings and tracks down the many streets on which warehouses may be located.

An official of the B. & O. advises, "There is still continuing to be entirely too much occupying of freight cars for storage purposes though the situation is not nearly as bad as during the war period. There has been a great improvement since the railroads have got back under their own control. The agents are more strenuous in keeping after people to clear their cars."

One of the warehouse officials writes

#### A. W. A. Annual

THE report of the thirtieth annual convention of the American Warehousemen's Association at White Sulphur Springs, West Va., last December has been distributed to members. This book, 616 pages as compared with 318 in the previous volume, contains in full the convention proceedings and report, and copies may be obtained for \$5 each from the association's general secretary, Charles L. Criss, Room 1110, Bessemer Building, Pittsburgh.

#### LITERATURE

##### Handling Costs

THE Minnesota Warehousemen's Association has issued Report No. 5 on inbound and outgoing handling costs, compiled, from the reports of member companies, by the secretary, George A. Rhame, 732 McKnight Building, Minneapolis. The reports cover the month of March.

that he definitely believes that car shortage was due to Government control in failing to keep up the rolling stock of the railroad.

Another advances what seems to me to be an especially reasonable observation, namely, that the extent to which cars are used for storage of freight depends very largely upon the ratio or relation between demurrage charges and the charges for warehousing in a particular locality under discussion.

Such eminent warehouse officials as Mr. A. B. Pouch of the American Dock Company and Mr. Halm of the New York Dock Company are emphatic in stating that there is no relation between car shortage and warehousing unless it be through the possibility of demurrage charges being cheaper than warehousing at the particular locality under discussion.

Unfortunately, a good many of the warehouse officials mistook my inquiry to be a question as to whether they had suffered from car shortage, so that it is exceedingly difficult to make a composite picture of the judgment of the country on this question. Of the replies received, two stated definitely they thought car shortage had no bearing on storage warehouse facilities. Six replied that they had no data or opinion. Seven stated that there is unquestionably inadequate warehouse facilities in their particular locality and that in their opinion this had affected the use of cars for this purpose. Twenty-three answered that there was adequate warehouse facilities in their particular towns and seemed to have a decided difference of opinion as to the relation of warehousing to car shortage. On the whole the general drift seems to be that there was really little direct relation.

#### Summary

To sum up the general outlook obtained by this investigation I would say (A) that there is a very definite attempt among warehouse people to place their charges on some scientific and rational basis, (B) that there is a decided preference for the re-inforced concrete warehouse, and (C) that on the whole the general opinion seems to be that there is no direct relation that can be established in terms of statistics between car shortage and lack of warehouse spacing.

#### Apple Distribution

OLD and common storage warehousemen who handle apples in distribution will be interested in Bulletin 935 of the Bureau of Markets of the United States Department of Agriculture—"The Distribution of Northwestern Boxed Apples." Copies may be obtained at 15 cents each from the Superintendent of Documents, Government Printing Office, Washington, D. C. Sections of the 27-page booklet are devoted to transporting and storing, and distributing apples.

## PRESIDENT ADVOCATES LOWER FREIGHT RATES

### Better Highways and Co-ordination of Water Transportation Routes Urged by President Harding

WASHINGTON, D. C., Apr. 12—Following are quotations from President Harding's first message to Congress which are of direct interest to men in the warehouse, transfer and shipping industries. The President declares that freight-carrying charges are too high and must be reduced; advocates better highways; and speaks of the necessity of co-ordinating inland, coastwise and trans-oceanic water transportation, President Harding said:

"The great interest of both the producer and consumer—indeed, all our industrial and commercial life, from agriculture to finance—in the problems of transportation will find its reflex in your concern to aid re-establishment, to restore efficiency, and bring transportation cost into a helpful relationship rather than continue it as a hindrance to resumed activities.

"It is little to be wondered that ill-considered legislation, the war strain, Government operation in heedlessness of cost, and the conflicting programs, or the lack of them, for restoration have brought about a most difficult situation, made doubly difficult by the low tide of business. All are so intimately related that no improvement will be permanent until the railways are operated efficiently at a cost within that which the traffic can bear.

"If we can have it understood that Congress has no sanction for Government ownership, that Congress does not levy taxes upon the people to cover deficits in a service which should be self-sustaining, there will be an avowed foundation on which to rebuild.

"Freight-carrying charges have mounted higher and higher until commerce is halted and production discouraged. Railway rates and costs of operation must be reduced.

"Congress may well investigate and let the public understand wherein our system and the Federal regulations are lacking in helpfulness or hindering in restrictions. The remaining obstacles which are the heritage of capitalistic exploitation must be removed, and labor must join management in understanding that the public which pays is the public to be served, and simple justice is the right and will continue to be the right of all the people.

"Transportation over the highways is less important, but the problems relate to construction and development, and deserve your most earnest attention, because we are laying a foundation for a long time to come, and the creation is very difficult to visualize in its great possibilities.

"The highways are not only feeders to the railroads and afford relief from their local burdens, they are actually lines of motor traffic in interstate commerce. They are the smaller arteries of the larger portion of our commerce, and the

motor car has become an indispensable instrument in our political, social and industrial life.

"There is begun a new era in highway construction, the outlay for which runs far into hundreds of millions of dollars. Bond issues by road districts, counties and States mount to enormous figures, and the country is facing such an outlay that it is vital that every effort shall be directed against wasted effort and unjustifiable expenditure.

"The Federal Government can place no inhibition on the expenditure in the several States; but, since Congress has embarked upon a policy of assisting the States in highway improvement, wisely, I believe, it can assert a wholly becoming influence in shaping policy.

"With the principle of Federal participation acceptably established, probably never to be abandoned, it is important to exert Federal influence in developing comprehensive plans looking to the promotion of commerce, and apply our expenditures in the surest way to guarantee a public return for money expended.

"Large Federal outlay demands a Federal voice in the program of expenditure. Congress cannot justify a mere gift from the Federal purse to the several States, to be prorated among counties for road betterment. Such a course will invite abuses which it were better to guard against in the beginning.

"The laws governing Federal aid should be amended and strengthened. The Federal agency of administration should be elevated to the importance and vested with authority comparable to the work before it. And Congress ought to prescribe conditions to Federal appropriations which will necessitate a consistent program of uniformity which will justify the Federal outlay.

"I know of nothing more shocking than the millions of public funds wasted in improved highways, wasted because there is no policy of maintenance. The neglect is not universal, but it is very near it. There is nothing the Congress can do more effectively to end this shocking waste than condition all Federal aid on provisions for maintenance. Highways, no matter how generous the outlay for construction, cannot be maintained without patrol and constant repair. Such conditions insisted upon in the grant of Federal aid will safeguard

the public which pays and guard the Federal Government against political abuses, which tend to defeat the very purposes for which we authorize Federal expenditure.

"Linked with rail and highway is the problem of water transportation—inland, coastwise and trans-oceanic. It is not possible, on this occasion, to suggest to Congress the additional legislation needed to meet the aspirations of our people for a merchant marine. In the emergency of war we have constructed a tonnage equaling our largest expectations. Its war cost must be discounted to the actual values of peace, and the large difference charged to the war emergency, and the pressing task is to turn our assets in tonnage to an agency of commerce.

"It is not necessary to say it to Congress, but I have thought this to be a befitting occasion to give notice that the United States means to establish and maintain a great merchant marine.

"Our differences of opinion as to a policy of upbuilding have been removed by the outstanding fact of our having builded. If the intelligent and efficient administration under the existing laws makes established service impossible, the Executive will promptly report to you. Manifestly if our laws governing American activities on the seas are such as to give advantage to those who compete with us for the carrying of our own cargoes and those which ought naturally come in American bottoms through trade exchanges, then the spirit of American fair play will assert itself to give American carriers their equality of opportunity. This Republic can never realize its righteous aspirations in commerce, can never be worthy the traditions of the early days of the expanding Republic until the millions of tons of shipping which we now possess are co-ordinated with our inland transportation and our shipping has Government encouragement, not Government operation, in carrying our cargoes under our flag, over regularly operated routes, to every market in the world agreeable to American exchanges. It will strengthen American genius and management to have it understood that ours is an abiding determination, because carrying is second only to production in establishing and maintaining the flow of commerce to which we rightfully aspire."

### Tax Bill Killed

MADISON, WIS., Apr. 1—The State Assembly has defeated the bill designed to take away from the terminal cities of Superior, Ashland, Milwaukee, Green Bay, Manitowoc, Sheboygan and Washburn the taxes collected on terminal warehouses and contents, and divide these payments 15 per cent. to the State, 20 per cent. to the county and 65 per cent. to the cities where located. In 1920 some \$400,000 in taxes was collected.

Fire insurance interests protested against the proposed change, declaring

it would menace funds available for fire protection in the large cities of Wisconsin.

### FWD Truck Price Reduced

CLINTONVILLE, WIS., April 4—A reduction in the price of FWD motor trucks from \$4,900 to \$4,200 was announced here to-day by the Four Wheel Drive Auto Co. This action was taken, it was stated, "after a thorough survey of existing conditions, meetings with FWD dealers all over the country, conferences with many large fleet owners and consultation with some of the best authorities in the country."

## TWO

## A Bit Here

Vol. I, No. 11

## Our Own Editorial

A GOOD public service corp. is 1 that gives good service to the public, is our idea. Well, we have come across a startling instance wherein the public has not been given that kind of service, & we hope the warehouse industry will arise up in indignation vs. such lack of efficiency.

This instance of poor service is a sequel to the San Antonio convention of the Central Warehousemen's Club. It seems like L. T. Crutcher, the Kansas City storager & publicity expert, left a pair of slippers in a Pullman car berth somewhere en route betw. K. C., Dallas, San Antonio & Laredo. Whether they were dancing slippers or bedroom slippers or what kind of slippers they were, we have no knowledge, nor is it within our province to conjecture as to why Mr. Crutcher should consider it necessary to have slippers while conventioning. The pt. remains is that the foot implements were left in a Pullman car berth.

Well, Mr. Crutcher wrote to the Pullman Co. about it, & the Pullman Co. said, yes, the slippers had been found & that they would be returned. Several weeks passed by, as weeks will, & the slippers did not arrive at K. C. Why not, was what Mr. Crutcher set out to learn about, & what he was told by the Pullman Co. was that the slippers had been turned over to an express co. to be sent by express to Mr. Crutcher.

That is where the instance of poor service comes in. Three mos. after the San Antonio convention the express co. had not delivered the slippers. We would mention the name of the express co. only we forgot to ask Mr. Crutcher what it was, but that does not exculpate the express co. from the blame for which it must be held responsible.

Can it be that the presy of the express co. was in need of a pair of slippers? It looks like to us that the Central Warehouseman's Club had ought to appoint an investigating committee to look into this situation.



## BITS

## A Bit There

Gotham, May, 1921

When one's property is not safe in the hands of an express co. it is time for the industry to take action. A few more losses of this kind & delegates will hesitate to attend conventions & Ye Ed. will get no more opportunities to practice at speech-making. Find those slippers, is our platform!

## News Items

Ye Ed. has a big brother who is head of The Associated Press in South America. He has been on D. & W.'s mailing list & he writes to wit:

"I admire the marvelous articles on 'Why is a Warehouse?' and 'The High Cost of Costs in Relation to Keeping Costs Costly', but the page I turn to first is *Two Bits*, which I can understand. I wouldn't be surprised if one of your subscribers wrote in suggesting you change the name to:

## THREE BITS

*A bit here. A bit there.  
A bit off.*

We continue to receive a monthly consignment of blotters from the Students' Transfer & Storage Co., Berkeley, Cal.

## Rhymes of An Ancient

## Storager

## VII.

## He Said It!

Said Wellington Walker to R. V. Weicker:  
"No man in our biz can be a piker."  
"But one's gotta be a fluent talker."  
Mused R. V. Weicker to Wellington Walker.

## VIII.

## That Song About Iowa's Corn

Said William Hinds to Pleasy Mills:  
"Your musical voice hath charm and  
trills."  
"My harmony is the tie that binds,"  
Vowed Pleasy Mills to William Hinds.

We are pretty proud of our new head for *Two Bits* this mo. (May). It was suggested by the Merchandise Storage Co., Inc., of Brooklyn.

Lou Meyers of Boston was host to Ye Ed. at his village of late. Boston is a good town, Lou, except that the sts. are so narrow that unless you are experienced you have to walk in the gutter most of the time, which is pretty tough when N. E. storms are blowing, which they do most of the time, is our experience.

All we need now is some cigars to go with those 9 doz. boxes of matches which Dan Bray of Kansas City gifted us with.

Pity the Poor H. H. G.  
Warehouseman

By W. M. KING,  
Manager, Fireproof Storage Co.,  
Louisville, Ky.

Some of our customers are very queer indeed.  
(Curiosity seeks not the things in immediate need.)  
They expect our help, free, at their beck and call—  
But when their bill arrives, you oughtta hear them bawl!

"Oh, your business is a mint!" you hear the customer say  
When you inform her of the account she has to pay.  
"You should feel mighty honored to have me as your client."  
And then she questions your statements, in a manner quite defiant.

She wishes instant access to the room containing her lot.  
She demands immediate attention, be ye busy or not.  
And when she fails to locate the article that's desired,  
She sees the president of the firm and wants the whole bunch fired!

# EDITOR'S PAGE

## Your Business Paper

**T**HIS will tell you something about how an industry's business paper functions properly, and also it shows how one thing may lead to another with real results.

Recently the Chamber of Commerce of the United States sent out a press notice saying it had organized a Department of Domestic Distribution whose two most important aims would be reduction of distribution costs and the working out of improved methods of distribution.

One of the first statements issued by this new department said: "We may consider, therefore, that the costs of distribution are represented by the following items: (1) Storage, insurance, interest on the money"—etc., etc.

The thought which immediately came to *Distribution & Warehousing* upon reading this was: "Why is storage placed first?" The next thought was: "Has the Department of Domestic Distribution any knowledge of the economic advantages, for the manufacturer, of using the public warehouse?"

The department's statement appeared almost simultaneously with the publication, in *Distribution & Warehousing*, of the article by Sidney A. Smith, president of the Central Warehousemen's Club, telling how he proved to a roofing paper manufacturer that the latter could save \$40 a carload by storing his product in a Chicago public warehouse rather than in space obtained on a rental basis in a private building.

*Distribution & Warehousing* sent a proof of this article to the Department of Domestic Distribution, together with a little letter

which was equivalent to a sermon on the economic utilization of the public warehouse, and suggested that the subject was one worth the study of an agency looking for means of cutting down distributing costs.

The Department of Domestic Distribution was immediately interested. Meanwhile *Distribution & Warehousing* explained the situation in a letter to W. W. Morse, president of the American Warehousemen's Association; also it suggested to the Department of Domestic Distribution that it get in touch with Mr. Morse and other leaders in the industry whose names were supplied to the department. This the department did.

So it came about that it was decided to have warehousing, in its relation to distribution, discussed at the department's group meetings at the Chamber of Commerce convention at Atlantic City, late in April. Mr. Morse appointed delegates to attend.

And when the Department of Domestic Distribution arranged a conference, in New York, with the national secretaries of trade organizations and business paper editors, the invitations which were sent out included ones to Mr. Morse and to *Distribution & Warehousing*.

It so happened that the invitation to Mr. Morse went to his address in Minneapolis at a time when he was in New York. He would not return to Minneapolis and learn of it, until subsequent to the date of the New York conference.

Here the warehouse industry's business paper again performed a mission. It called the attention of

Mr. Morse, in New York, to the coming conference and notified him that he had been invited. His plans had been made and he was unable to attend, but—

He appointed a Committee of Public Relations, which *did* attend, and what took place at that conference so important to warehousing is set forth elsewhere on these pages.

The foregoing is made public not in any spirit of vanity but for the purpose of emphasizing once more that the business paper of an industry, if it would be truly representative and loyally at work on behalf of that industry at all times, must be alive to every opportunity which presents itself to help that industry to progress. The original announcement of the Chamber of Commerce that it had created a Department of Domestic Distribution doubtless appeared in some newspapers and in time would have come to the attention of warehousing. But it was *Distribution & Warehousing's* duty to make that attention immediate.

The department's phraseology which placed "storage" first among distribution expenses probably would have attracted the industry's attention some day. But it was the duty of *Distribution & Warehousing*, as warehousing's business paper, to put in motion machinery which should serve to counteract the effect of what might be a serious imputation.

The results which followed were the natural ones, and to-day the Department of Distribution has an interest, in its effort to reduce distributing costs, in the public merchandise warehouse. And the secretaries of some of the national trade organizations have learned,

for the first time, that the public warehouse offers an economical channel of getting goods to market.

### Walnuts and Warehouses

**S**PEAKING of promotion for warehousing, a story in a San Francisco newspaper tells how the California Walnut Growers' Association, confronted with crop losses because of general market and transportation condi-

tions, sent great stocks eastward and placed them in public warehouses, where they were drawn out by dealers as fast as on-hand supplies were sold at their stores.

Here's the thought: by using warehouses, the walnut growers averted financial loss. What the walnut growers did in an emergency, other growers could do even though no emergency existed. It would be worth while for the American Warehousemen's Asso-

ciation to compile facts and figures designed to convince growers on the Pacific Coast how it would be to their economic advantage to distribute through eastern warehouses.

Unless this situation is called to the growers' attention they may or may not discover it.

The opportunity is there. It remains for warehousing as an industry to develop it.

## “REPORT OF CONDITION”

**T**HE first standardized form worked out by the Shippers' Warehousing & Distributing Association was a “report of condition” or receiving report, which the warehouseman could use to notify the shipper of the arrival of a carload of goods.

Probably the first warehouse concern in the country to adapt this form to its business is the Central Storage Co., of Kansas City.

How does the form operate? Is it practical? Does it save time and money?

These questions will be answered, the last two in the affirmative, in an article by W. A. Sammis, secretary and manager of the Central Company.

“The form is simple, economical and gives the shipper a very satisfactory record,” according to Mr. Sammis.

The article, with the form illustrated, will appear

In An Early Issue of

*Distribution & Warehousing*

## HANDLING OF MERCHANDISE IS PROFITABLE BUSINESS IN SOME HOUSEHOLD GOODS WAREHOUSES

**T**HREE are many household goods warehousemen who are engaged exclusively in that branch of the industry, but they can handle merchandise profitably. It is being done by some of the household goods men in Kansas City today. In that city some of the household goods men are caring for merchandise which distributors have stored waiting call. Here is what one of these furniture storage executives has to say regarding this opportunity:

“We naturally are not equipped or situated to care for merchandise warehousing, since we are not on switch

tracks, and are in residence districts. But there are certain merchandise items that seem naturally to fall into our line. Talking machines, for instance, are frequently stored with us by distributors; and articles of value, such as vacuum sweepers, are offered. The household goods warehouse, in a residence district, is useful for this storage, because the commodity may be quickly and easily delivered from this house to customers.

“We have sometimes found handling of such items unprofitable, because we are not equipped for the frequent handling of small items from storage. The

chief loss in handling, however, usually results from excessive bookkeeping—many entries, and much attention being required on each article, including record of storage charges figured for each article, and all the records and receipts necessary to move the lots in and move the separate articles out.

“We are now willing to receive this business, however, but on the same basis as household goods, and with the same charges and procedure in handling. Thus we will not have to establish any new or different bookkeeping system.

# READERS' FORUM

*DISTRIBUTION & WAREHOUSING* will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, *Distribution & Warehousing*, 239 West 39th Street, New York City

**MR. TRAFFIC MANAGER:**

## BILL YOUR CARLOADS RIGHT

*When Consigning to the Warehouseman*

LOS ANGELES, March 25.

**E**DITOR, *Distribution & Warehousing*: The proper billing of carloads consigned to warehouse does not seem to be understood by a large number of shippers, or else they are careless in this particular, and we wish to give below what we believe to be the proper manner of

**C**ARS should be consigned to the concern for whose account the warehouse is to handle and in care of the warehouse company and, if known at the time, number of warehouse or spur track to be delivered to should be given.

This would give the warehouse company information as to whose account car is to be handled when reported by railway company on arrival.

Very often the warehouseman has not received notice of the shipment before arrival of the car and when car arrives the railroad car clerk who reports the arrival does not have the shipper's name at hand, therefore if the car is consigned to the warehouse company he (the warehouseman) has no information from which to give instructions regarding place of delivery in case he operates more than one warehouse or handles some of his cars from team track, which is occasionally done in the case of pool or distribution cars.

We operate several warehouses on spur tracks served by different railroads and when we receive information from customers of carload shipments we inform them how to bill the cars and specify at which warehouse they will be received and also instruct them to show on bills of lading the name of the delivering railroad serving the particular warehouse the cars are intended for.

Without this information on bills of lading the cars would arrive and be placed on railroad hold track until disposition is given by consignee; this often results in a switching and sometimes a demurrage charge which would not be the case if properly billed as per the following sample billing:

"Consigned to American Biscuit Company, care of Union Terminal Warehouse No. 7. Destination: Los Angeles, State of California. Route: RI, SP,

Pacific Electric delivery. Car Initial: C&NW. Car Co.: 41144."

Immediately upon making shipment the bill of lading or a copy should be mailed to the warehouse company with a manifest or checking list of the contents of the shipment attached, and, if freight charges are prepaid, the amount

billing cars, and request that you publish same in an early issue of your valued paper, addressed to Shippers, so that they will take notice and, it is to be hoped, will avail themselves of the information which will facilitate movement of their shipments by preventing delays for which the warehouseman is frequently blamed.

prepaid should show on bill of lading, or same should bear the following notation:

"The charges on this shipment will be collected from shipper and should therefore be considered to be fully prepaid."—*Union Terminal Warehouse Co., C. G. Munson, Manager*.

## HANDLING CHARGES

### *On Unclaimed Freight*

**E**DITOR, *Distribution & Warehousing*: There has been considerable controversy among warehousemen about the charges on unclaimed freight. Some take it that there should be no handling charges and that same should be entered in the regular charge for storage.

Also we would like to ask for our information what you charge on unclaimed freight in carload lots of feed with 600 bags to the car and whether you charge by the whole car and the handling charges extra or whether that is included in the regular storage charge or whether you charge so much per ton for loading and unloading and so much per 100 pounds per month.—*E. B. F., Elmira, N. Y.*

"IN the matter of practices and charges in the handling of unclaimed freights we do not think there is anything remotely approximating uniformity in these practices but there are some generally recognized principles.

"There are warehousemen who handle these matters under both plans mentioned—that is, some make no separate charge for handling, while others do make a handling charge and after that the flat storage rate. It is the writer's belief, and was his practice, that the best method is to separate these charges by making a suitable handling charge and a flat storage rate. There are several reasons why this is preferable as well as, we think, very much fairer to the owner. The first, and perhaps the best, reason is that a very great percentage of such goods are withdrawn from storage in the first month. Where you have the charges separate you get it all just the same and, on the other hand, if the goods remain for a longer term you get a fair storage rating, but if in the one case you added the storage and the handling to a flat charge or on some compromise basis for the first month, you would lose out if the goods were withdrawn the first month and you might be getting a higher rate than justifiable in case they remained longer than the first month. I refer to the monthly period, although it is also a practice to

make in some cases such ratings by the week and other periods of days as a charge applicable every five, ten or twenty days. However that may be, we think the separation of the labor charge and the storage charges is much the fairest and most equitable.

"All of such charges are commonly somewhat higher than charges on similar goods handled for known owners, for the excellent reason that each item or lot is a proposition by itself and the general or overhead expense in handling them is much greater than on straight goods.

"Incidentally, there are other reasons

for a higher charge on such class of business, because many of such lots eventually go to sale and the warehouseman has a lot of additional expense and trouble and frequently the goods are sold for much less than his accumulated charges, so that an increased charge on such business is merely in the way of making that particular business stand its own expense and losses.

"In regard to storage ratings on feed, in car lots, I find by referring to western tariffs that mill feeds are commonly handled at a cost of from 5c. to 6c. per cwt. for labor and 3c. to 4c. per cwt. for stor-

age. This is for straight storage and would doubtless be increased for unclaimed storage. You will note these tariffs all separate the storage and handling charges.

"I think the whole matter may be summed up in this way: On the flat charge to make a rate which would give you back your handling costs on goods stored for short periods, your rate for succeeding periods would be entirely too high to be readily justifiable, whereas the other procedure is justifiable, whether the period of storage be for one term or for many."—C. L. C., Pittsburgh.

## Discussion of the Problem

# "Why Warehouse Rates Are Not Going Down"

NEW YORK, March 26.

**E**DITOR, *Distribution & Warehousing*: I have read the March number of your valuable magazine with the greatest interest, particularly those portions where you deal with the pressure now being brought to bear upon warehousemen over the country to reduce their warehouse

charges, and the tendency on the part of some of them to yield to the demand. I hope you will keep up your good work, looking toward the maintenance of present rates, for I can see no prospect of change for some time ahead unless some weak-kneed members are willing to do business at a loss or merely come out even.

**T**AKE the situation in this city. Real estate both on Manhattan Island and surrounding territory has greatly advanced in value, while the price of building keeps up to the highest record, as labor and materials have not materially decreased. For the year 1921 we find ourselves faced with the following increases in expenses:

The rate for Workmen's Compensation Insurance and Public Liability Insurance has been advanced 75 per cent and it already formed a large item of our expense.

Telephone rates have been advanced 30 per cent.

The cost of electric lighting and power was recently advanced 16 per cent, while coal is almost 40 per cent higher than last year, and the first of last August we were compelled to advance the pay of all our employees, and the same scale of pay still prevails. I know of nothing pertaining to the cost of carrying on a warehouseman's business which has declined. State and local taxes will be much higher this year than last and the proposed increase in the Federal tax on corporations will impose an additional 50 per cent burden upon us.

The same condition is no doubt prevailing in all of the large cities of the country. I do not see that storage rates proper could be reduced without having to bring them down to the danger line. It may be that handling rates can be reduced gradually after wages are scaled down, but I do not look for any large decline in this item.

Now handling charges are by far the most expensive item in warehousing. Under present conditions its cost, as shown by the researches of the American Warehousemen's Association and

the very capable and disinterested experts they employed to determine them, runs about double the costs of storage, as determined under the same plan, which now, of course, are much higher than they were a few years ago.

The trouble here in New York and in

### CUSTOM HOUSE GUIDE

**T**HE thirty-sixth (1921) edition of the Custom House Guide, founded in 1880 by Hamilton Fulton of the New York Custom House, is just off the press. The volume, containing this year more than 370 pages of reference and information, is the only year book of its kind. Edited under the careful supervision of Government officials and therefore a recognized and valuable authority, the Custom House Guide is of interest and assistance to everyone doing business connected with warehousing, importing, exporting, shipping, etc.

Copies may be obtained for \$1 each, postpaid, by addressing "Custom House Guide, Brokers' Room, Custom House, New York City."

some other cities is, the warehousemen seem to be afraid to charge what it actually costs them, and instead of dividing the charges correctly, they are making the storage charge bear part of the burden of the handling expense; in other words, they are making high and excessive storage charges and not charg-

ing nearly enough for handling. This works to their advantage of course, when goods stay in the warehouse for two, three or more months, but it adds needlessly to the expense of the patron.

Many warehouses still quote on the old "fifty-fifty" basis; that is, the same for handling as for storage. Others charge from 20 to 60 per cent higher for the handling than they do for storage. One large concern which has recently issued a very complete and otherwise excellent tariff states that it had made the handling charges as high as it dared, though why it should feel that way I cannot see.

Two years ago we issued a tariff and met the issue boldly, charging adequate rates for the handling and adequate rates for the storage, while all the others quoted rates which had no scientific basis and which would not stand the test before a court or commission. Usually by adding the storage and handling charges together the results for the first month are about the same as ours, while their charge for carrying the goods beyond the first month are higher.

It seems particularly desirable, now that this question of reducing charges has arisen, that they should be readjusted to a proper basis in order to justify our position before the public and to our patrons.

We would like to see some discussion along these lines. Are the researches and discoveries of our actuaries, economic engineers, cost accountants, etc., to be treated as merely academic and theoretical and not put into actual effect? If so there will be danger ahead, for they are misleading their patrons.—X. Y. Z., manager, — Warehouse Co.

# Brains and Vision Can Build a WAREHOUSING FEDERATION

***It Is Possible to Develop the American Association into an Organization with 3,000 to 4,000 Members and Make It Nationally Influential—Plans Are Suggested and It Remains for the Industry to Get Behind Them***

By KENT B. STILES

**W**AREHOUSING is limited only by the brains of the men in the industry," W. W. Morse, of Minneapolis, president of the American Warehousemen's Association, said at a meeting of that organization's board of directors at the Hotel Astor in New York on April 5 and 6.

Mr. Morse's thought may be said to represent the keynote of the constructive program which is in the minds of the men who make up the administration which the association put into power at White Sulphur Springs.

It is a program which is broader than anything ever undertaken in the storage industry. It is a program designed to build warehousing until it is as big and as influential as organizations like the American Bankers' Association. But it is a program which will require financing and earnest thought.

Let us look into the future and see warehousing as it appears in the vision of Mr. Morse and the men surrounding him in the councils of the American Warehousemen's

**T**HREE will be many problems to solve in order to bring about the desired expansion. It is conceded that more money will be necessary and a special committee will work out a budget and suggest changes in the by-laws. It may be that it will be decided to organize a warehousing federation of which the A. W. A. would be the parent organization and the members of which would be the present sectional, State and city associations, all operating under a group plan. (See chart on page 37.) It has been suggested as part of the general plan that "non-resident" membership be created for warehouse companies not in the United States and Canada.

#### Representative Committee

The committee which was created to take some of these proposals under consideration comprises Roy C. Griswold, of Griswold & Walker, Inc., Chicago, representing the merchandise sub-division; W. Lee Cotter, Cotter Transfer & Storage Co., Mansfield, Ohio, representing the household goods sub-division; and Gardner Pools, Commonwealth Ice & Cold Storage Co., Boston, representing the cold storage sub-division.

How the dues would be fixed is one of

the problems. At the Hotel Astor meeting several suggestions were advanced—that dues be graduated according to warehouse space, according to capitalization, on storage revenue of previous year. Meanwhile it was decided that initiation fees be waived for the balance of 1921 in all three sub-divisions.

#### The Federation Plan

**T**HE federation or group idea was suggested by L. T. Crutcher, president of the L. T. Crutcher Warehouse Co., Kansas City. Some of the directors of the Central Warehousemen's Club are not averse to the idea that the C. W. C. co-ordinate as a central group of the A. W. A. Mr. Crutcher is a director in both organizations and his plan is set forth in a letter to Mr. Morse which reads in part as follows:

"Feeling that the time is most opportune of spreading the influence of the American Warehousemen's Association, especially of co-ordinating the various activities of the numerous warehouse associations all over the country, I have worked out a plan which, while in its present shape is only roughly drafted, will tend to bind together all these associations and association work under the

Association. An organization of from 3000 to 4000 companies; to-day the membership is approximately 400. An organization which takes hold of the little fellow who is to-day making only a living wage, and educates him, and helps him expand his individual business so that he can earn profits which are remunerative for himself and his children. An organization every warehouseman-unit of which stands in high honor in the estimation of bankers, manufacturers, merchants, Federal and State and municipal officials, the public generally. An organization strong influentially in the transportation affairs of the nation.

It is all a vision but it is not by any means visionary. It is all possible of accomplishment. Time and co-operation and "the brains of the men in the industry" can bring it about. The plans were outlined at the Hotel Astor meeting and will be discussed at the directors' next gathering, which will be at Chicago in June. The 1921 A. W. A. Convention will have something worth while to consider and to act upon.

head of the American Warehousemen's Association. There are many details that will have to be gone over in order to perfect this organization but the scheme as outlined should prove to be of sufficient thought to occupy the attention of our Board for a happy solution of the problem.

"The attached chart shows the American Warehousemen's Association organized as at present with three Divisions, namely, Cold Storage, Merchandise and Household Goods. These three Divisions would then exercise authority over the five sectional Groups, namely, the Western Group, the Southern Group, the Central Group, the Eastern Group and the Canadian Group."

#### Group Idea Explained

Mr. Crutcher's letter then suggests how the States should be assigned to the various groups, as indicated in the map on page 36. The groups, under the Crutcher plan, would exercise authority over the several State and city associations, which would be designated Chapters. The letter continues:

"The organization of the three Divisions, Cold Storage, Merchandise and Household Goods, would be about the

same as presently constituted except that each Division would have three executive officers who would be elected at the annual convention of the Divisions. The head of each Division would be the vice-president in charge and would automatically be a member of the big Board. The second officer in charge would be known as the second vice-president and the third officer in charge would be the secretary-treasurer. There would be eight directors, consisting of three executive officers and a representative of each of the five groups. Various committees would be similar to the present ones.

### Governors as Executives

"The chart shows, for example, the Merchandise Division exercising authority over five groups, the States constituting these groups being shown on the map. You will notice by referring to the map that the Central Warehousemen's Club without very much change could easily become the Central Group.

"I would suggest that the head of each group be known as the Governor and in turn have three Vice-Governors to represent the three branches of business, and it would be well to have a representative of each Chapter on the Board of Directors in each group. A provision would be in the constitution to require each Group to hold a convention twice a year, one convention being part of the General convention, in which the Group officers would be elected, and the other a semi-annual convention.

### Membership Qualification

"A Chapter would consist of all warehouse companies within a certain State or city and would be required to hold regular meetings, and their organization would conform in a general way to the parent body. The head of each Chapter would be known as a Chairman and there would be other officers to fit the working of the organization.

"Qualification for membership would be determined by the Board of Directors of membership committee of the American Warehousemen's Association, and members secured and elected by the Chapters should be subject to the approval of the Group.

### Raising Revenue

"I am inclined to think that our initiation fee should be waived but the annual dues be assessed according to the volume of business done by the various companies or by the number of square feet operated by a warehouse company and these dues equally divided between the parent association, the Divisions, Groups and Chapters. Additional revenue should be raised by assessment, pro-rated always according to warehouse space used by member. Some allowance should be made to members belonging to different Divisions. . . .

"The most constructive work will always be done by the Chapters but there should be a strong co-ordination that will elevate the industry to a higher and more efficient plane. I know you will agree with me that an organization that

will promote general stability and uniformity in methods, practices and rates will do more than anything else to increase business. A big strong national Association of warehousemen of from

### FOURTEEN POINTS

**H**ERE is what the directors of the American Warehousemen's Association did at its meeting in New York on April 5 and 6:

1. Approved a campaign through which it is hoped to build a membership of from 3,000 to 4,000 merchandise, cold storage and household goods companies.

2. Authorized consideration of revision of by-laws, by a special committee, with a view to taking care of proposed expansion.

3. Referred to a committee to be appointed a suggestion of a warehousing federation under which entire industry would be affiliated.

4. Authorized committee on by-laws revision to consider a budget system and report on some method of graduating membership dues.

5. Waived initiation fees for balance of current year.

6. Decided to bring before next annual convention a suggestion that a "non-resident" membership be created for warehouse companies outside United States and Canada.

7. Created a committee to prepare a careful resolution defining warehousing as a non-competitive public utility—in anticipation of Federal, State, county or municipal supervision.

8. Referred to Central Bureau Committee a proposal to have a special committee compile warehousing information and a warehousing library.

9. Authorized circulation of a questionnaire on labor conditions and wages.

10. Voted an appropriation of \$150 toward building fund of Chamber of Commerce of the United States.

11. Authorized creation of a program committee to plan 1921 convention, committee to have power to extend period of meeting to four days if advisable.

12. Authorized creation of an entertainment committee which will spend not exceeding \$1,000 on 1921 convention.

13. Deferred until next meeting of directors at Chicago in June, selection of 1921 convention city.

14. Accepted four new members.

two to three thousand members could wield a considerable influence and would be in a position to demand the discontinuance of practices which are now harmful to the warehouse industry."

**T**HE subject of building a great membership was broached by Mr. Morse. In his recent travels throughout the country, he said, he had found warehousemen operating exactly as he was thirty years ago and barely able to make a living—men who knew nothing of modern warehousing systems, methods and rate-making. "I can see the whole country containing men trying to make a living in warehousing and not knowing how," Mr. Morse declared, and it was his conception, he said, the A. W. A. should not "sit back as a select group" but should get these men in as members and teach them the business—"tell the young fellow and give him a chance."

### Traveling Secretary

The fundamental question before the A. W. A. to-day, said Mr. Morse, was to solve this problem. To do it would require funds and Mr. Morse suggested that a traveling secretary might be employed to go into the smaller towns and cities and help warehousemen, and that an assistant be employed for the association's general secretary, Charles L. Criss, of Pittsburgh.

Mr. Morse said that in cities of from 50,000 to 200,000 population household goods men were gradually going into merchandise distribution warehousing, which was growing steadily, and the opportunity to extend aid here was great.

### The Sales Tax

Mr. Morse alluded to the proposed Federal sales tax. Its effect, he declared, would be that the producer would seek the shortest route to the consumer in order to avoid repetition of sales; this would lead to more extensive use of warehouses.

The directors authorized Mr. Morse to select a committee to work toward expansion through building membership. The directors will consider the question of a traveling secretary and will discuss it further at their June meeting.

### Four New Members

**A**PPICATIONS for membership were received from two warehouse companies operating in Osaka, Tokio and Kobe, Japan, and these will be acted upon in the usual manner. At the meeting the following companies were elected: Lambert Transfer & Storage Co., Portland, Ore.; Fidelity Storage Warehouse, New York City; Watson Bros. Stores, New York City; Service Stores, New York City.

The December convention was discussed and Mr. Morse urged that a clear-cut program be arranged in advance. It was decided to have a special program committee to decide whether there should be a four-day meeting instead of one of three days. This committee in conference with Mr. Criss will arrange a program. It was suggested that part or all of the first day be accorded various committees in advance of the general assembly.

Mr. Morse stressed the necessity for proper entertainment. Men came to conventions for four reasons, he declared—first, "to learn how;" second, for recrea-



*This map illustrates the Crutcher idea of how the United States and Canada might be divided geographically to conform with the idea of building a warehousing federation. The stars and circles and squares indicate the cities where are located the present merchandise, household goods and cold storage sub-division membership committee members of the American Warehousemen's Association. The federation plan is offered tentatively for discussion and consideration.*

tion; third, to promote interchange of business; fourth, for good fellowship and for broadening and enlarging friendships. All four points should be considered by the program-makers, he said, and he urged that the warehousemen bring their sons and younger employees with them. An entertainment committee, headed by Mr. Morse, will arrange a banquet which will be addressed by a man nationally known; the committee was authorized to spend not to exceed \$1,000.

#### Convention in December

The convention probably will be opened on Dec. 7. Invitations have been received from Springfield, Mass.; Chicago, New Orleans, Atlanta, Detroit, St. Louis and Minneapolis. At the Hotel Astor meeting French Lake, Louisiana; Biloxi, Miss.; Hot Springs, Ark., and New York were suggested. The directors will make a selection when they meet in June.

No effort will be made to meet jointly, as last year, with the National Furniture Warehousemen's Association.

Among the suggestions to be considered by the committee on by-laws revision is one that the directors may select a convention date and not be bound, as at present, by the provision which fixes the first Tuesday after the first Monday in December. It was pointed out that New Orleans' invitation was

predicated upon holding the meeting in November, inasmuch as New Orleans hotels are crowded in December because of racing in that city.

Mr. Crutcher suggested creation of a committee which should "familiarize itself with the work and needs of the library for the purpose of extending its usefulness" and to "act in an advisory capacity to the general secretary and the librarian in connection with the recommending and expenditure of any special appropriation for the purchase of any special collection of books which shall be necessary."

This was referred to the Central Bureau Committee, which was instructed to return a report at the next directors' meeting of the association.

#### Industry Non-Competitive

PUBLIC utility control of warehousing was discussed and the general feeling was that supervision should not be opposed where such supervision related especially to warehousing as a distinct industry; that is, where warehousing was not classed with street car companies and various corporations of monopolistic character. At the suggestion of Mr. Cotter a careful resolution is to be prepared defining warehousing as a non-competitive public utility. This resolution will be discussed at the June directors' meeting.

It was decided Mr. Criss should

#### THE BUILDERS :

THE following warehousemen took part in the Hotel Astor conference at which plans were discussed for expanding the American Warehousemen's Association:

W. W. Morse, Minneapolis, president; Charles L. Criss, Pittsburgh, secretary; C. A. Aspinwall, Washington, D. C., treasurer; W. Lee Cotter, Mansfield, Ohio, director; L. T. Crutcher, Kansas City, director; J. W. Glenn, Buffalo, director; Roy C. Griswold, Chicago, director; W. B. Mason, Providence, R. I., director; Homer McDaniel, Cleveland, director; Gardner Poole, Boston, director; Walter C. Reid, New York City, director; T. E. Witters, Baltimore, director.

H. A. Bietenduefel, New York City; J. C. Brown, Baltimore; W. N. Cox, Louisville; W. E. Halm, New York City; W. R. Howard, Baltimore; H. I. Jacobson, New York City; George S. Lovejoy, Boston; Edwin Morton, New York; J. V. P. Quackenbush, Scranton, Pa.; George Richardson, Philadelphia; Robert L. Spencer, Pittsburgh; Henry I. Stetler, New York.

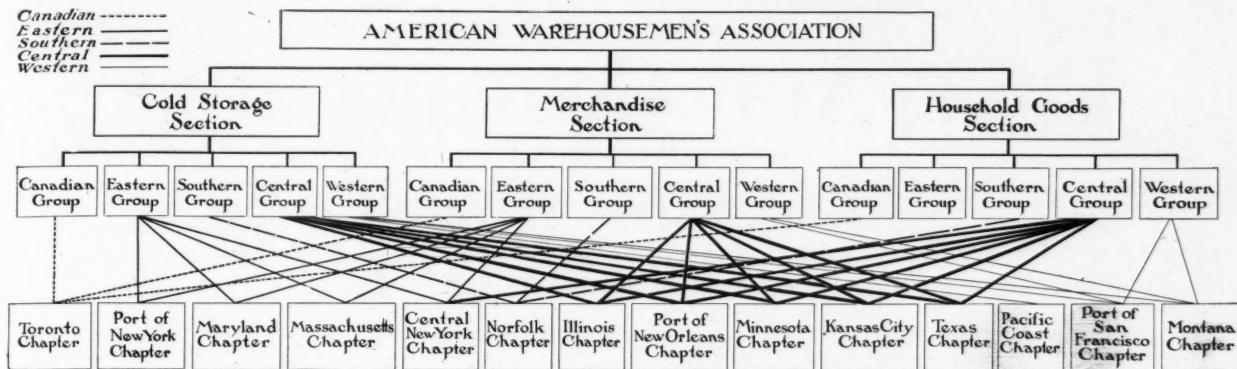


Chart showing how the American Warehousemen's Association would operate should the Crutcher machinery be put in motion. The plan was suggested but was not discussed at the New York meeting of the A. W. A. directors. It is a proposal merely and has been referred to a special committee for its consideration as being among the possibilities in a general plan for promoting the organization's expansion. Under Mr. Crutcher's suggestion all the State and city associations (some of which are mentioned in the lowest row of squares in the above chart) would be called Chapters and would be identified (as indicated by the lines) with one or more of the five proposed Groups—Canadian, Eastern, Southern, Central and Western. These Groups in turn would lead to the present three sub-divisions of the parent organization, the American Warehousemen's Association, which would conceivably comprise as members some 3,000 or 4,000 warehouse companies.

send a questionnaire on labor wages to A. W. A. members to enable them to get a bird's-eye view of the general trend of the warehousing wage situation for their individual guidance.

#### Aid for Chamber of Commerce.

The directors, on motion by Walter C. Reid, Lincoln Safe Deposit Co., New York City, appropriated \$150 toward the fund of the Chamber of Com-

merce of the United States, which is planning to erect a headquarters building at Washington.

The A. W. A. is a charter member of the Chamber.

### New Truck Publication

NO. 1 of Vol. 1 of the *National Team and Truck Bulletin*, the official publication of the National Team and Truck Owners' Association, made its appearance under a March date. The first issue of this monthly, published at Detroit, contains eighteen pages and cover on which are printed articles, illustrations, editorials and advertisements. The leading article is devoted to the coming convention of the association, to be held in June. The convention, the nineteenth annual one, is scheduled for Detroit, but in this first issue of the *Bulletin* is a questionnaire asking the members if they would prefer to hold the assembly aboard the steamship Noronic during a cruise from Detroit to Mackinac Island, to Owen Sound, Ont., and back to Detroit. The subscription price of the *Bulletin* is \$1 yearly.

#### Pennsylvania Warehouse at Erie

ERIE, PA., April 1—Warehouse and dock facilities have been established here under the name Fort Erie Warehouses and Docks, as another link in the chain of warehouses in the Pennsylvania System.

With one house in the center of Erie's business activity, that is, near the Sassafras Street Station, and with another—Warehouse D—as a unit of the present dock system, the new establishment is operated by and is a branch of the Duquesne Warehouse Co. of Pittsburgh, a member of the American Ware-

housemen's Association. Robert L. Spencer is warehouse superintendent of the Pennsylvania storage system, which has houses also in Chicago and Harrisburg.

#### Death of F. E. Wendling

CLEVELAND, April 18—Franklin E. Wendling, president of the Fidelity Storage Co. of this city, died last evening at his home at 1828 Windermere avenue, East Cleveland. He had been in poor health for the past year.

### NATIONAL CONVENTION IN CANADA

CHICAGO, April 20—The first annual convention of the National Furniture Warehousemen's Association will be held this year in Canada. Announcement is made here by Ralph J. Wood, secretary, that the meeting will take place at the Bigwig Inn, at Lake of Bays, Ontario. The exact date has not yet been fixed but the delegates will assemble some time between July 6 and 12.

#### New Orange Warehouse

ORANGE, N. J., April 15—The four-story reinforced concrete structure of Thrift Warehousing, Inc., in Joyce street, is nearing completion. The building is 100 by 157 feet and will cost \$170,000.

### Organizing Terminals

THE seventh of a series of bulletins issued by the Firestone Ship by Truck Bureau, Akron, Ohio, is called "The Motor Truck Terminal," and tells how to organize truck terminals, defines the length of the "short haul," cites examples of terminal operation and points out how trucking through terminals adds to the efficiency of motor transportation.

Both the public and the commercial hauler benefit by the operation of truck terminals, the bulletin declares. In addition to expediting movement of freight, a truck terminal "gives the shipper a receipt for his goods from a corporation of unquestioned responsibility, and assures the shipper that cargo insurance will be carried on his merchandise."

Copies of this bulletin may be obtained by addressing the Akron bureau.

#### Weston Enters Warehousing

NEWBURGH, April 1—The Weston Transfer Co. is entering the merchandise warehouse business. Heretofore it has handled and trucked manufacturers' products to a limited extent, and now it has acquired a building with approximately 15,000 square feet of floor space and will store and distribute goods shipped in carload quantities. The company has motor truck service and the warehouse is located within a short distance of the Erie and Lake Shore railroad tracks. A limited amount of household goods also will be accepted.

# EDGE ACT CORPORATIONS

## *in Relation to Warehousing*

By RICHARD HOADLEY TINGLEY

**A** CONSIDERABLE percentage of all the commodities and raw materials exported from this country, and of commodities and materials imported, must be warehoused at some stage—often at more than one point. Commodities for export are frequently required to be warehoused at interior concentration points and at ports. Commodities imported first enter the port warehouses, to be warehoused again, very likely, at interior distribution points.

The foreign trade of the United States has grown to immense proportions as a result of the war. Prior to 1914 this country annually exported an average of about two billion dollars' worth of merchandise and raw products and imported about a billion and a half. From 1916 to 1920, inclusive, this business has grown to more than eight billion of exports every year, and to five billion of imports. It is this prodigious increase in volume, together with a greatly accelerated domestic trade, that has brought about the demand for more and better warehouses—a demand that has been but partly met.

It is estimated that America's productive capacity in factory, mine and farm is sufficient to turn out in four

days all we can consume in a week. This leaves the product of a day-and-a-half of every five-and-a-half working week days that must be disposed of elsewhere—it must be exported if we would prosper. Up to the middle of last year this is what was going on—and business flourished. The depression that struck in last Summer put a crimp in this well-oiled situation and our factories, mines and farms are now working barely the four days a week necessary to supply our domestic wants. Our wheat, oats, meat, wool, steel, cotton and copper, our railroad equipment, sewing machines, typewriters, generators and other manufactured articles, are just as much in demand in all parts of the globe now as before. Nevertheless orders are not being received, cancellations rule, and warehouses are filled with goods awaiting a break in the deadlock. Warehouses are also caring for an immense volume of import goods that have flowed into the country and are now awaiting a favorable market. It is estimated that in crude rubber alone this item runs to a hundred thousand tons—nearly all warehoused because of the general depression that has affected all classes of business—and the crude rubber industry, perhaps, a little more than others.

### The Edge Act Explained

**O**NE of the fundamental troubles with the general trade situation has been a lack of adequate banking laws for financing foreign business on a long-term basis. The outside world wants credit—not the thirty, sixty, or ninety-day variety with which commercial America has been accustomed in dealing with her domestic transactions, but six months, a year, or more—time enough to let the war-impoorer world “turn itself” and catch up.

The Congress sensed this situation and took a long look ahead when, in the latter part of 1919, it passed the Edge Act devised and framed for the special purpose of assisting in the financing of our foreign trade by granting long-term credits to worthy overseas customers who would buy our goods and those who would sell their goods to us.

The Edge Act is an amendment to the Federal Reserve Act. Corporations organized under its provisions are Government-chartered and Government-inspected. Their transactions all come under the regulation of the Federal Reserve Board. They are designed to mobilize American capital for use in promoting foreign trade just as the Federal Reserve banks mobilize American dollars for promoting domestic trade. They are permitted to conduct their business in two ways—by the use of acceptances or by the issuance of debentures based on their own holdings of foreign securities taken

### Warehousing and Banking

**I**N “The Inter-Relation of Warehousing and Banking,” in the November, 1920, issue of *Distribution & Warehousing*, Mr. Tingley sought to point out that the business of warehousing was almost as much a financial as a physical operation; that lack of standardized warehouses and warehouse receipts was forcing bankers into warehousing for their own protection; and that most of the warehouses being organized under the United States Warehouse Act have a local banker either as an officer or a director.

Within the past five years a demand has arisen for increasingly better warehouse service. The modern warehouse must offer not shelter only, but independent custody, safe keeping, and a degree of responsibility in many ways comparable to the relation of a trustee in purely financial matters.

In this present article Mr. Tingley further links banking with warehousing through the operation of the Edge Act corporations now being organized for foreign trade transactions, and further accentuates the trend toward modernizing warehousing. The author is a consulting engineer identified with cotton financing interests.

as collateral for loans made to foreigners with which to buy American goods. They are permitted to issue and sell to the public their own acceptances or their own debentures not only to the amount of their own capital stock and surplus, but to ten times that amount on business approved by the Federal Reserve Board. No single corporation, however, can do business by both acceptance and debenture methods. It must choose which plan it will adopt.

### How Edge Corporations Operate in Exports

**A**N Edge Act corporation may function in several ways. Let us say, for example, that an exporter in New York is negotiating with a jobber or merchant at Antwerp, Belgium, for the purchase of assorted machinery for equipping several cotton mills at that city. Credit for a year's time is asked which will enable the Belgian manufacturers to install the machinery, produce goods, and settle up. Granted that the credit standing of all parties to the transaction has been investigated and found satisfactory (and in this respect the operation is no different than in any other), the New York exporter and the American manufacturers of the machinery are not in position to grant such long credits. Their money must be liquid to enable them to do other similar business. The banks, too, are unfavorable to such a long tie-up of funds for the same reason. An Edge

corporation operating under the acceptance plan is sought and the transaction is closed in this manner:

The exporter draws on the Antwerp merchant for the amount of money involved; the Antwerp merchant "accepts" the draft payable at a year's forward date and the Edge corporation receives the same for collection. It places this draft in its safe and, shortly before its maturity, forwards it to its bank in Antwerp for payment. In the meantime the New York exporter draws on the Edge corporation for the amount due him with which to pay the manufacturers from whom he has obtained the machinery, and this draft the Edge corporation "accepts." A banker's acceptance is thus created which the Edge corporation will sell in the open market. Falling into the hands of a member bank, this acceptance is eligible for rediscounit at a Federal Reserve bank within the ninety-day period preceding its maturity date. It is the public that thus finances the transaction. The exporter and the manufacturer get their money a year before the machinery is finally paid for. The Antwerp merchant and his mill owner customers have the machinery at work long before payment for it is due. The security behind the Edge corporation is the acceptance of the draft by the Antwerp merchant which quietly reposes in its safe till it matures.

#### Edge Plan Simpler

BUT prior to all this the machinery must be assembled from widely separated points at port in a convenient and adequately equipped warehouse which operates as a physical clearing house for the transaction—as a financial clearing house, too, for while the assembling is going on, and before the Edge corporation financing begins to function, the owners can borrow on same using the warehouse receipt for the machinery as collateral; indeed, such receipt will be acceptable as evidence of ownership by the Edge corporation.

The same transaction carried out by an Edge corporation operating under the debenture plan is still simpler. The Antwerp merchant gathers together such of the first mortgage bonds or other secured guarantees he can, of his own, and of the mill people for whom he is acting. These, if sufficient in amount and acceptable to the Edge corporation and the Federal Reserve Board, he pledges with the Edge corporation to secure the loan he must have to pay the New York exporter for the machinery. The Edge corporation places these bonds in its vaults along with hundreds of other similar bonds received from all parts of the world taken in like transactions. Against these as a basis it issues its own debentures and sells them to the investing public, thus financing the deal. At the maturity of the loan, a year ahead, the collateral is withdrawn upon payment of the obligation by the Belgians. The warehousing transaction is the same in either case.

#### How Edge Corporations Operate in Imports

FUNCTIONING in an import transaction, an Edge corporation would or might operate as follows:

A sugar planter in Cuba has a large quantity of raw sugar stored in a public warehouse near his Central which he wishes to have financed—in the warehouse while awaiting sale or market, and through its travels to American market as all or portions of it are sold. He applies to an Edge corporation working under the acceptance plan for a credit up to, say a million dollars, which is the agreed value of his holding. The warehouse company in Cuba will issue its receipt for the sugar stored, which receipt will be used as collateral to an acceptance credit that will be granted by the Edge corporation. The operation is then a simple one, the Edge corporation accepting shipping documents as each sale is made in the form of ocean bills of lading,

**G**EORGE S. MURPHY, president of the First National Bank of Manhattan, Kansas, estimates that the losses to farmers in 1920 in wheat amounted to \$130,000,000, in corn to \$140,000,000. Had there been an Edge corporation ready to do business, in Mr. Murphy's opinion, these losses would have been materially reduced and the farmers would at least have broken even, and all the wheat and corn and other commodities which would have been moved under the impetus of an Edge corporation would have been warehoused—first, at or near the point of origin; and again, often, at port while awaiting shipment abroad or favorable market conditions—providing approved warehouses of standardized design and adequate capacity could have been found to handle the commodities.

commercial and consular invoices and insurance certificates, thereby financing the sugar from the date the raw product is warehoused in Cuba till it reaches the American market and is sold.

Although the total agreed financing may be for a million dollars, each sale and shipment made by the producer stands on its own bottom—a consignment may be made to-day covering, say, \$100,000, another to-morrow or next week, and so on, each credit being treated separately covering the actual amount until the final contracted credit has been used up and all the sugar removed from the warehouses and sold. The ultimate credit may be for one or two years' time. Settlements will be made, however, on acceptances and documents covering each particular shipment as it comes through and is released from the warehouse in Cuba. The length of such acceptance may be for any desired period, though the planter is fully covered in his full financing arrangements for a two year period as pro-

vided for in his contract—the crux of the matter being that the sugar must be warehoused under independent custody and control.

Such a transaction may be carried out through an Edge corporation operating under debenture methods through the deposit by the planter with the Edge corporation, or the sale to it, of a sufficient amount of its own first mortgage bonds to cover the loans or advances to carry the planter. The length of time involved in the transaction as a whole may be almost anything within reason—a year, two years or more, but as each separate sale is made and sugar removed from the Cuban warehouse and the credit retired, a *pro rata* amount of the security in bonds is to be released.

The above transaction is by no means an unusual one, and sugar is taken as an example because that commodity is now moving northward from Cuba under financial arrangements similar to that described under the first, or acceptance method.

A hundred thousand dollars' worth of sugar is a large amount and represents a volume too big to be cared for by an ordinary importer with his own facilities for storage. A public warehouse at the American port where it arrives will, therefore, no doubt, receive it; where, again, refinancing is always possible by ordinary methods, provided the public warehouse is of approved type.

#### Only Two Edge Corporations Now Functioning

**A**LTHOUGH the Edge Act was passed by the Congress considerably more than a year ago, corporations have been slow in organizing under its provisions and even now there are but two that are ready to receive business. These are the First Federal Foreign Banking Association, at New York, which was formed last June, and the Federal International Banking Company at New Orleans, which opened its doors for business in February. Both of these companies have elected to transact their credit business by the use of acceptances. The New Orleans company was formed primarily for financing cotton exports which will be concentrated in interior warehouses and passed on to ports where it will again be warehoused pending favorable opportunity for shipment abroad.

The only other Edge corporation which has yet showed itself in the field is the big hundred million dollar concern which is being put together under the wing of the American Bankers' Association. This corporation, the Foreign Trade Financing Corporation, is not yet functioning, although it is expected soon to be. It has elected to conduct its credits under the debenture plan. When this immense company with its capital of \$100,000,000, which gives it a credit resource of \$1,000,000,000, goes into action—when exporters, importers, foreign sellers of merchandise and foreign buyers of American goods wake up to the fact that, at last, the United States has amended her banking laws so as to permit the giving of the same kind of long-term credits that other

and older countries have been giving for generations—when the investing public becomes better acquainted with the worth of securities based upon carefully selected foreign trade transactions so that they will buy them in as large volume as they now buy the better known domestic securities, then it may be expected to see our foreign trade flourish on a sound basis. Not on the unsound basis of the past few years that have resulted in a "frozen" foreign credit that sees no chance of a thaw, but on a substantial basis made possible by the Edge law in which the public is the ultimate financier.

### The Independent Warehouses, Inc.

So far as I have been able to inform myself the Independent Warehouses, Inc., of New York City is the only warehouse company that has fully sensed the forward situation and has gone into warehousing in a wholesale way—that has taken into account the fact that the foreign trade of the country is sure to grow under the impetus of Edge Act corporations—that ample, adequate, standardized warehouses are going to be almost a necessary adjunct to the successful functioning of such corporations. The Independent has squared itself to meet

the situation, not only in this country, but abroad, as its recent acquisitions in the Port of New York and in Cuba will testify.

According to a Montreal newspaper a movement is under way in Canada to establish a corporation for financing foreign trade, similar to organizations in the United States operating under the Edge act. The proposed Canadian corporation would have a capitalization of \$25,000,000, its resources to be derived principally from sale of debentures to the amount of four times its capital.

## "Hands Across the Sea"

### E. W. Younger, English Warehouseman, Will Visit the United States and Canada in May and June

ONE of England's warehousemen, long a subscriber to *Distribution & Warehousing*, will be in America and Canada during May and June.

He is E. W. Younger, head of E. W. Younger & Co., Ltd., Quayside, Newcastle-Upon-Tyne, and as his mission is a business one it is expected he will visit warehouses in New York, Pittsburgh and Toronto, and possibly in other cities.

The Younger Company owns the Broad Chare Warehouse Co., which operates six storage plants, together with a garage, steam wagons and tractor lorries.

The steam wagon—shown in an accompanying photograph—performs service which the customary motor truck does in America.

In a letter to *Distribution & Warehousing* announcing his coming trip, Mr. Younger writes in part:

"As you know, I have been a sub-

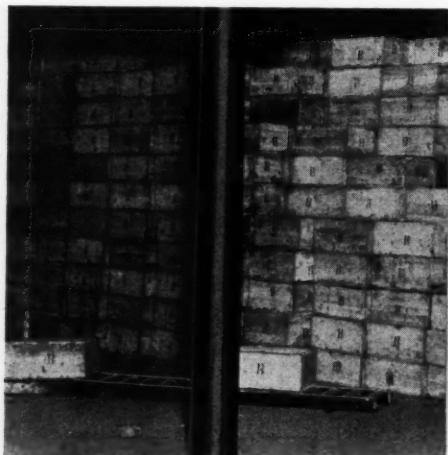


E. W. Younger  
He is coming to America

scriber to your paper for some years and enjoy reading it every month. In May I am taking a business trip over to New York, Pittsburgh and Toronto, and I am writing to ask you to send me *Distribution & Warehousing* for May care of Mr. Will H. Wilson, Box 219, Ambridge, Pa., and for June care of Mr. W. J. C. Evans, 308 Duris Street, Toronto, Canada.

"I am sending you a photograph of one of our steam wagons which may interest you. It carries five tons and hauls a three-ton trailer. Also my photograph. You may think I am young to control this company, but I have had sixteen years of it, and I may say that your paper has given me a great deal of help in organizing.

"I first heard of the roller conveyor through *Distribution & Warehousing* and we use quite a number of lengths. You will notice it in use in the inclosed picture showing part of a cargo of canned meat being warehoused."



The Younger Co. first heard of this roller conveyer through *Distribution & Warehousing*



This is one of the Younger steam wagons. The steam wagon is a type of "motor truck" used in warehousing and distributing by some British storage companies

# \$ DOLLAR IDEAS \$

## SEND IN AN IDEA—EARN A DOLLAR

**D**ISTRIBUTION & WAREHOUSING will pay \$1 each for ideas for this department, which is twofold in purpose: First, it gives you an opportunity to get paid for telling the other fellow something he hadn't thought about that should help him in his business. Second, you are going to be helped by the Dollar Ideas which the other fellow sends in. Tell something of how you revised your stock report system, obtained a new customer, reduced your fire insurance, built bigger business through advertising, eliminated rodents, ironed out a labor problem, repiled your goods with profit, "slipped one over" on a competitor—how you achieved anything at all worth the telling.

The shorter the snappier—it's the idea, not the length, that counts. And—  
By the way: Call this department to the attention of your employees. They may have Dollar Ideas that even you don't know about!

## Signature and Identification Card *of Fidelity Company of St. Paul*

**I**NCLOSED is a copy of our "Signature and Identification Card" which we find valuable in the furniture storage business. We find that every customer is willing, and rather expects, to sign some sort of a paper when he receives the warehouse receipt for his goods; in fact, only once in its use in the past three or four years have we found a customer demur at giving us all the information asked and signing the slip for our files.

You will note that the first blank space allows room for the insertion of another word, such as "piano" or "truck"; the words "household goods" may be erased if the lost consists of a single package.

As goods are sometimes stored for a relative or friend of the customer, the second long blank space is important. This statement as to ownership is valuable also in case of a dispute later between the storers and another party, as, for instance, between a man and his wife who have separated. It puts the settlement of the controversy over ownership up to them, and fortifies us in recognizing only the original storer.

The next blank, as to "encumbrance," has proven useful at times, providing part of the goods may be under chattel mortgage, as it gives us this important information, so that we can notify in case of forced sale, etc.

The next long blank we regard as the most important, as this tells us definitely whom the storer desires to have any authority or access regarding the goods, and it also gives us another name to notify in case the storage charges are neglected and we have to sell the goods. It is surprising how often this information has proven useful and how reassuring it is when an unauthorized party tries to force us to show him or deliver the goods.

The last paragraph is simply for our

Signature and Identification Card of <u>Miss Desire Strong</u>		Warehouse A Lot No. 41144
St. Paul, <u>Feb. 30 1921</u>		
To FIDELITY STORAGE & TRANSFER CO.		
Gentlemen: The lot of household goods <u>and piano</u> (marked your Lot No. <u>41144</u> ) now being stored in your Warehouse belongs to <u>my sister Mrs. O.B. Careful</u> . These goods are free from mortgage or encumbrance, except <u>mortgage on piano to Cable Co.</u> and should be held subject to my order or that of <u>Mrs. O.B. Careful of 55 Olive St. St. Louis</u> (If with name of any other, <u>mark with a line through it</u> )		
I have your warehouse receipt for said goods dated <u>Feb. 25-1921</u> and agree to the conditions and limitations of the same and to pay the storage rate of \$ <u>5.50</u> per month or fraction thereof.		
Sign: _____		
Mail address will be _____		
It is desirable in the interest of the owner, as well as of the Storage Company, that this signature slip with the above information be left with the Warehouse Office. Please fill in the blank space, then sign and return promptly to Storage Co. for their files.		

protection, and we have on several occasions found the agreement to pay the specified storage rates a convincing help if the owner has neglected to pay his storage account and later attempts to claim that a lower rate was agreed upon. This has been useful a number of times, particularly where a customer has considered storing in our non-fireproof warehouse at a lower rate, but has finally decided to have his goods placed in the fireproof warehouse; he always remembers the lower rate and is prone to make

that as an excuse for forcing a reduction.

When we can, we secure the signature also of the other party authorized in the blank at the left, but that is not nearly so important as the other information.

Where we mail out the warehouse receipt we inclose a self-addressed return envelope and find that customers return them.—C. C. Stetson, president, Fidelity Storage & Transfer Co., St. Paul, Minn.

## Eliminate Discourtesy in Correspondence!

**W**E have been in the warehouse business for three years, and we are members of the various associations because we believe in co-operation. Therefore you will kindly explain to us:

Why are so many warehousemen so discourteous? For example, it has been our pleasure to favor the association members throughout the country with consignments—but to our surprise and disappointment many do not take the trouble to acknowledge receipt of the favor. They remit, of course, but with

no word of appreciation for the shipment.

The writer unfortunately has not attended the conventions; therefore he is not personally acquainted with out-of-town members. But it might be well for us all to remember that there are a lot of good fellows who have not met.

This letter is not written as a complaint but merely as a suggestion that someone is overlooking an opportunity.—John A. Groves, president, Groves Storage Fireproof Warehouse, Kansas City.



## DOLLAR IDEAS



## The Mitchell Method of Obtaining Return Loads

HERE is our method of obtaining so-called return loads for our motor trucks. We have had a supply of postal cards mimeographed which state that one of our motor furniture vans will be returning empty from, let us say, Baltimore to Ithaca, on or about such-and-such a date, and that if a return load is furnished us we will pay the usual commission, etc. Whenever we make arrangements for moving a load of household goods to a distant city, we mail these cards to all trucking concerns who might have a return load for us. For instance, last August we had a load of furniture going to Baltimore and we sent cards to all trucking companies listed in your Warehouse Directory in Baltimore, Washington, Philadelphia, Wilmington, New York City, Newark, Scranton, Binghamton, Syracuse, etc.

As a result of the replies to those cards we had two loads offered us—one from Wilmington to Oneonta, N. Y., and the other from East Orange, N. J., to Syracuse, N. Y.

Some of the recipients of our cards do not reply, but a great many do, stating they either have loads or that they do not, but that they will be glad to advise us if anything turns up.

It is probable that in 90 per cent of our long distance hauling we obtain return loads, and we give credit for a large part of it to these postal cards.

We are not in favor of advertising locally in distant cities for return loads because we believe it makes unfair competition; the public gets the idea that return loads should be carried at a reduced rate and this gives the people the idea of holding out for a lower rate than they could get for the local ware-

We will have one of our Motor Furniture Vans running empty from \_\_\_\_\_ to \_\_\_\_\_ about \_\_\_\_\_

If you can furnish us a load for any part of the distance we will appreciate it and be glad to quote you rate for same. Usual Commission will be allowed.

MITCHELL-THE-MOVER, Inc.  
305-317 E, Seneca Street,  
Ithaca, N. Y.

housemen. On the other hand, if the return loads are handled by the local truckmen the people do not know that the goods are going to be moved as return loads.

As a return load is in a way clear profit, the company doing the hauling can afford to do it at a cheaper price and the difference between this amount and the regular rate charged by the local company would be the commission to the latter for securing and arranging for the work.

We believe that if you could make a strong point of this and get the truckmen throughout the country to deal with distant warehousemen instead of resorting to local advertising in the cities where those warehousemen are located, they would be benefited to a very large extent. You would thereby be rendering

excellent service; for we take it that part of the service of *Distribution & Warehousing* is improving the conditions under which we do business.—W. J. Mitchell, president and treasurer, Mitchell-The-Mover, Ithaca, N. Y.

## Handling Potash

SOME warehousemen find that one difficulty in handling potash is prejudice on the part of employees. The Globe Delivery Co., Lincoln, Neb., has solved this problem by having the potash loaded at night and paying the employees a 50 per cent bonus over the customary overtime wage. According to F. W. Putney, secretary, "this does away with loading it in the heat of the day when the briny effect of the salt is more strongly felt.

## COMMITTEE URGES THAT ARMY WAREHOUSES BE SOLD FOR PUBLIC USE

WASHINGTON, April 1—A committee on expenditures in the ordnance section of the War Department is opposed to Federal maintenance of the various Army warehouses and terminals, because of the expenses which would be necessary. This is the committee which conducted an inquiry into the Army supply bases and port terminals, especially the Charleston, S. C., warehouses.

The committee in a report on expenditures states that "it is doubtful if any advantage was gained by the War Department's terminal program," adding:

None of the terminals was used for the purposes for which it was intended. This was due to two causes: first, construction was not completed in time; second, it was found more advantageous to use existing terminals."

As to the disposition of Army warehouses the committee holds that "these

terminals may have a definite commercial advantage to the various communities in which they are placed; and if so, the country should profit thereby." This part of the report continues:

"However, where such terminals have no well-proven value from a military standpoint reason seems to dictate that they be disposed of, so that local communities may have the benefit of them if desired and the Government be freed from the expenses always attached to the maintenance of such establishments. To this end a careful survey should be made, and only those terminals retained which are of real service to the War Department. Just so long as the Government maintains proprietorship of these properties, just so long will continual calls be made upon Congress for appropriations to continue, modify, change or add to the property, which is

owned by the Government.

The testimony in the Charleston inquiry was taken last year when the committee inspected site and warehouses. The committee concludes that the present terminal, being ten miles from the main part of the city, is of doubtful advantage to the city in a commercial way. Six warehouses and two head houses are located on this site. On Dec. 10 last the War Department leased the property to a corporation called the Charleston Port Terminals. The committee reports that by the terms of the agreement the maintenance of the terminal and docks, except as to damage done by the operation of the company, must be borne by the Government. It recommends that the terminal be sold, as being of no military value and to avoid what might be useless expenditure of Federal moneys.

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

*Mr. Kaiser is a practicing lawyer who makes a special study of warehousing, transfer and automotive affairs.*

## WHEN LIQUOR IS TRANSPORTED IN IGNORANCE OF TRUCK OWNER

**E**DITOR, *Distribution & Warehousing*: Can you kindly tell us just what we can do in the following case? Some time ago one of our vans while moving some goods was stopped and seized by revenue officials. The goods were inspected and some cases which we thought contained groceries were found really to have liquor in them. Now we did not know what was in the cases, as we took the customer's word, as we always do with barrels or boxes. It seems to be a hardship to have to get mixed up in a thing of this kind when we are entirely innocent. If we were engaged in that kind of a business I suppose the profits would be big enough to lose a truck or two now and then, from what I hear about it, but an ordinary business like ours won't permit of that kind of thing. I understand we can get the truck back, but will you give us information how it is done and what the Courts have held?—D. A. S., Buffalo, N. Y.

Answer: You do not say whether the van was seized under the Volstead Act or under what is known as the Revenue Statute. If it was seized under the latter Act you cannot get your van back unless perhaps it was stolen from you, but if you are fortunate enough to have had it seized under the Volstead Act you can get it back on showing to the Court's satisfaction that you were innocent of the unlawful character of the goods and that you could not reasonably have been expected to know the true situation.

This is, however, a matter of the Court's discretion, and while one Judge may think you were innocent another may think you were not so innocent.

The Volstead Act provides that while any wagon, automobile, water or air craft used in unlawfully transporting liquor may be seized it shall

be released on the owner's giving bond to return it to the office making the seizure on the day of the trial.

If the owner is not successful in prosecuting his claim the property is sold at public auction, and after the expenses have been paid the balance is paid into the treasury of the United States—the same place where your income taxes go!

The case of the *United States vs. Brockley*, reported in 166 Federal Reporter at page 1001, is a case where

an owner succeeded in getting back an automobile belonging to him on showing that he was innocent of the unlawful purposes for which the borrower was using it and that he could not have been reasonably expected to know of the unlawful use to which it was being put. Of course, in your case you carried the goods yourself, but—

This should make no difference if you did not know you had contraband on board.

### *Distinctions in the Levying of Motor Truck Taxes*

**E**DITOR, *Distribution & Warehousing*: There is in existence in this city a merchandise tax on motor trucks as follows: \$7.50 for first truck and \$5 additional for each truck each year. We also pay a State licence on these trucks.

We are about to get out an injunction against the city of Springfield to keep them from collecting the merchandise license. Have you any record of cases of a similar kind that have been tried; if so, will you please give me a complete record of same for the use of ourselves and attorneys involved? *Wagner Fireproof Storage & Truck Company, Springfield, Ohio.*

Answer: The case of *Harder vs. Fireproof Storage & Van Co.*, reported in 235 Illinois Reports at page 58, and in 85 North Eastern Reporter at page 245, will undoubtedly be of interest to you. The Court in that case said:

"When one person pays a tax for the privilege of pursuing his occupation and for the privilege of using vehicles on the public streets, he is paying taxes on distinctly different things, and the fact that he may use the vehicle in his occupation, can make no difference. For example, two men each carry on a laundry. One uses vehicles; the other does not. Can the man who has the vehicle justify the claim of exemption from the tax on the privilege of using vehicles on the streets because he has paid his oc-

cupation tax? This occupation tax was paid for the privilege of carrying on the laundry business and he may or may not avail himself of the further privilege of using vehicles on the streets. The taxes which complainant in the case at bar must pay are levied upon three separate and distinct subjects:

"1. An *ad valorem* tax on the vehicles as property.

"2. An occupation tax or license tax on the privilege of carrying on a business as a carter or public teamster.

"3. A license tax on the privilege of using its vehicles on the public streets.

"Taxation upon each of these three different subjects is not double or triple taxation, simply because one person may have to pay two or all of the three taxes, since it is not the person who is taxed but his property and privileges.

"One person may avail himself of a half dozen or more privileges for each of which he may be required to pay a tax or license fee."

I also recommend that you examine the cases cited in 21 L. R. A. (N. S.) at page 279, *City of Newport vs. Fitzer*.

### Responsibility

**E**DITOR, *Distribution & Warehousing*: Will you please give us some information and your opinion on a case the facts of which are as follows:

Some time ago we received some cases of merchandise and put them in storage for a customer. At the time the cases appeared to be in perfect condition and O. K. in every respect.

When the goods were taken out by the customer several cases were damaged and one case was gone. Now what is our responsibility, as we are absolutely in the dark as to what happened to the cases? We did not intend to insure them. The customer insists we ought to make good at once. We don't say he is wrong but would nevertheless like to know just what our legal responsibility is. *M. L. & N. Y. S. Co., New York City.*

Answer: As you are a New York warehouseman you are governed by New York law. The General Business Law of New York, Sec. 107, provides that a warehouseman is liable for loss or injury to goods when such loss or injury is caused by failure to exercise such care or attention to them as any reasonable man who might happen to be the owner of them might exercise under the same circumstances.

Accordingly if the loss occurs through theft and the goods might reasonably have been stolen from the owner under similar circumstances you are not liable for the theft. You have the burden of showing how the loss occurred, however, and unless you can show the goods were stolen without it being your fault you may be held responsible, though if you can show you used the requisite degree of care then you are not responsible for the theft or larceny, etc. The case of *Clafin vs. Meyer*, 75 New York Reports, at page 260, is a case directly on this point and the Court held the warehouseman not responsible.

### Freight Overcharge

EDITOR, *Distribution & Warehousing*: Will you please tell us what we can do in a case where a railroad charges excessive freight if we have already paid the excess amount and our demand for its return has been refused? We were charged 29 cents per hundred instead of 19 cents per hundred. *W. J. Port Jervis, N. Y.*

Answer: Unless you made the payment under protest or under duress you cannot get back the amount that you were overcharged, it seems. If you did pay as aforesaid you have a regular legal action to recover the unreasonable or exorbitant charges. Give the facts to local counsel and let him proceed.

### S. S. Company's Right

THAT a steamship company may substitute one carrier for another and always reserves that right in the bill of lading is a well-known fact. Practically all shippers know this, and contracts are made with that fact in mind. If a shipper was not willing to consent to such an arrangement it is doubtful if he could find a carrier for his goods. When a buyer makes complaint of the fact that there was a change in steamers, it is well therefore to call his attention to the provisions of the bill of lading.

### Freight Undercharge

EDITOR, *Distribution & Warehousing*: It seems to me some time ago I saw an article in your magazine that a railroad could get from a shipper the difference between the amount of freight that should have actually been charged and the amount that actually was charged. Will you tell us if this is so, as we have a case like this on now? *M. Co., Chicago.*

Answer: Yes, a carrier may recover extra charges where it has charged too low a tariff. In fact it is obliged to do so by law. The case of *L. & N. R. R. Co. vs. McMullen*, 5 Alabama Appellate Ct. Reports, page 100, is a good case on this point and holds that under the Interstate Commerce Act the carrier must charge an equal rate to all or recover the balance due when a mistake is made or discrimination is shown.

### Carrier's Responsibility

EDITOR, *Distribution & Warehousing*: In 1920 certain goods were shipped and an incorrect address was put in the bill of lading. The railroad company put the goods in a warehouse and they have since depreciated greatly in value. Is the railroad company absolutely protected from any claim for loss by us for the depreciation by reason of the mistake made in the bill of lading? If they had tried they easily could have procured the correct address. *J. K. Newark, N. J.*

Answer: The railroad was under an obligation only to notify the party whose address was given in the bill of lading at the address contained therein.

If it mailed notice and the notice was not received it was not the railroad's fault. After the usual time it did right in sending the goods to a warehouse and it cannot be held for any depreciation, unless it received notice to trace the shipment and, through negligence in tracing, etc., caused the long delay and consequent depreciation.

The storage charges, etc., are properly chargeable to the shipper unless as above stated the railroad was in some way negligent, in which case they may be chargeable to the railroad.

### Briefs

*Wisconsin*: Declaring that a warehouse receipt is negotiable when it is not marked "non-negotiable," cannot aid a warehouseman to whom the person to whom it is issued pledges it. *Jacob E. Decker & Sons vs. Milwaukee Cold Storage Co.* (180 Northwestern Reporter, page 256).

*Indiana*: As a contract against his own negligence, by a warehouseman, is invalid, a provision in a warehouse receipt that a customer takes the risk of loss by fire, will be held to mean fire not caused by the warehouseman's negligence, or loss not caused by his negligence.

The customer in a suit for goods lost must prove delivery to the warehouseman and the latter's failure to return them on demand.

When the above is proved by the customer the burden is then on the warehouseman to show that the goods were not lost or destroyed through his negligence. *Glazer vs. Hook* 129 North Eastern Reporter, page 249.

*Colorado*: A carrier who is acting as warehouseman is free from liability as a warehouseman or trustee for the burning of goods shipped when it shows its freedom from negligence. *Denver & R. G. R. Co. vs. Johnson* (193 Pacific Reporter, page 729).

*Missouri*: In action for value of goods stolen from person with whom they were left for safekeeping, owner, on showing delivery and failure to return on demand, throws burden of proof as to freedom from negligence on the custodian. *Rochette vs. Terminal R. Ass'n* (225 South Western Reporter, page 1019).

### WOULD MAKE SHIPPERS BECOME "CANAL MINDED"

ALBANY, N. Y., April 1—An effort to make the New York State Barge Canal fulfill its mission as a transportation agency has been begun by a new organization known as the Great Lakes-Hudson and Atlantic Waterways Association, Inc. With it are identified men interested in maritime and canal affairs as well as traffic men representing various industries. The purposes are to teach the shipping public to become "canal minded" and to apply the same principles as govern ocean transportation to our inland water carriers.

A committee of barge and vessel operators and shippers has been appointed to study the problem of rates and devise definite plans to place barge canal transportation on a strong footing. The association will hold a convention in June when the committee will submit a report.

The committee is outlining ways and means whereby barge lines may maintain regular schedules, issue through bills of lading to foreign ports from inland cities, adopt uniform rates, prepare official classifications of freights, and give shippers guarantees of good faith.

The secretary of the association is G. P. Gleason. Its offices are in the National Marine League, 268 Pearl Street, New York City.

### Cargo Goes from Cincinnati to Pacific Coast by Water

CINCINNATI, April 1—For the first time, it is believed, in the commercial history of Cincinnati a shipment of goods has been made between the Queen City and the Pacific Coast. The cargo goes by way of the Ohio and the Mississippi to New Orleans and thence across the Gulf of Mexico and through the Panama Canal to Pacific ports for destination.

The cargo included pianos, phonographs and soap manufactured in Cincinnati. The rail rate would be \$4 a hundredweight. The water tariff is \$2.35.

## DISTRIBUTION INDICATES BUSINESS IMPROVEMENT

Better Conditions Are Observed by Statistical Committee of Chamber of Commerce

WASHINGTON, D. C., April 19—An indication that business conditions throughout the country are getting better is found in the fact that the volume of distribution by jobbers and retailers showed a distinct gain in March over February, according to Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States. Mr. Douglas reports at length on the business situation in the May number of *The Nation's Business*.

The whole tone of Mr. Douglas's report is optimistic. He points out many signs as indicative of an improvement in the situation, and as tending to foreshadow a return to more settled and stable conditions. Some of the most striking points in Mr. Douglas's report are:

"The most significant, and possibly most cheering feature of the situation is that the automobile business seems to have been not dead, but sleeping. There is a resumption of operations in a modest way by some factories which were shut down, but which now have orders in hand. Also there is increasing sale for used cars.

"There is a better demand for lumber and prepared roofing and paint because of somewhat more building and construction. There is more building going on in the cities than in the country, and there will not be much construction of any description on the farms until another harvest has shown the farmer where he stands.

"Manufacturing is running mostly on short time. In the shoe trade the demand for women's shoes is much better proportionately than for men's footwear.

"Excessively high railroad rates are one of the serious handicaps of the situation, while they likewise fail in their original purpose of providing adequate revenue for the roads. They are prohibitory in their effects. In some cases, especially those of early fruits and vegetables from the far south to northern and western markets, the cost of transportation is from four to five times the price received by the producer.

"Winter wheat is in unusually fine condition.

"There will be much less cotton acreage planted this year than last. The crop will receive less fertilizer than last season, but much greater intensive cultivation. There will be more of a diversified crop in the South this year.

"The farmer is economizing as he has never done before. He is making greater use of the horse, and leaving the automobile in the barn. But while he is economizing on some things, he is also buying somewhat more freely, especially the farmer in the grain regions. This is a healthy sign, for the genuine beginning of better times is likely to come from agricultural rather than industrial life."

## Kansas City Warehouses 75 Per Cent. Occupied

KANSAS CITY, MO., April 14—Merchandise warehouse space is about 75 per cent. occupied during April. The movement in and out is showing little change, with the exception that goods seem to be better expedited in transit than earlier in the year. The improvement in business generally has extended from the livelier retailing reported a month ago, to the jobbers, in many lines, with present indications of a strong movement.

### New Company in Dallas

DALLAS, TEX., Apr. 11—The American Transfer & Storage Co. has been incorporated for \$20,000 and will engage in general merchandise, household goods and automobile storage business in Dallas, with offices at 2615 Elm Street. The directors are K. K. Meisenbach, R. T. Meisenbach and L. S. Whitaker, and the officers are K. K. Meisenbach, president, and L. S. Whitaker, secretary and treasurer.

### "The Nation's Business"

WASHINGTON, D. C., Apr. 1—A special subscription price of \$2.50 a year to *The Nation's Business*, published by the Chamber of Commerce of the United States, has been made to the members of the American Warehousemen's Association, which is a charter member of the Chamber.

## ARIZONA ADOPTS THE UNIFORM RECEIPTS ACT

PHOENIX, ARIZ., Apr. 1—Arizona has adopted the uniform warehouse receipts act, the forty-fourth State to enact this legislation.

Only Georgia, Kentucky, New Hampshire and South Carolina have not put the uniform warehouse receipts act into operation, and the legislative work of the American Warehousemen's Association will concentrate on these four States.

### Rule 34 Unchanged

ST. PAUL, April 8—The Fidelity Storage & Transfer Co. has been informed by the St. Paul Association that a proposed addition to Rule 34 of the Consolidated Classification has been defeated. Had the addition gone into effect it would have imposed a penalty when a shipper used greater cubical space than car ordered where the carrier furnished two cars in lieu of one. There will be no change in the present rule.

### But Is There a 19th Hole?

KANSAS CITY, April 1—The Kansas City Warehousemen's Association has organized a golf club, with the thought that there is no better means of promoting good fellowship than an afternoon on the links. It is planned to set aside one week-end each month for a round or two on the green at Excelsior Springs, Mo.

## BONDED WAREHOUSE REGULATIONS AMENDED

WASHINGTON, Apr. 12—Under Treasury Decision 38652, Article 711 of the Customs Regulations of 1915, relative to proprietor's bond for storage warehouses, has been amended to read as follows:

"On approval of the application to bond storage warehouses, classes 2, 3, 4 and 5, a bond shall be executed on Customs Form 3581 in such penalty and with such security as the collector may deem proper and forwarded to the department for approval. Bonds may be executed in anticipation of approval and transmitted with the application. All storage warehouses, including tea warehouses, in a customs district operated by one proprietor may be included in one bond. The penalty on the bond shall not be less than \$5,000 on each of the premises, with a maximum penalty on all premises covered by the bond, of \$50,000. This amount may be increased by the collector if, in his opinion, additional security is necessary. Collectors must see that the bond is in proper form and that instructions printed thereon are observed."

Article 716 is amended by adding thereto the following:

"The number of warehouses covered by a general bond may be reduced by discontinuance without necessitating a new bond unless the proprietor desires otherwise. In cases where warehouse entries are accepted at ports other than the port of original importation of the merchandise, notice should be sent at once to the collector of customs at the port of importation in order that proper notation may be made as to the cancellation of the bond given on entry."

### Heat Operates Sprinkler System

INDIANAPOLIS, April 18—The Indianapolis Warehouse Co. sustained a heavy loss recently to its storage plant by fire, originating in an indirect manner outside the building. A freight car nearby caught fire. The heat was so intense as to set off the automatic sprinkler system inside the building. Several rolls of print paper were damaged by water.

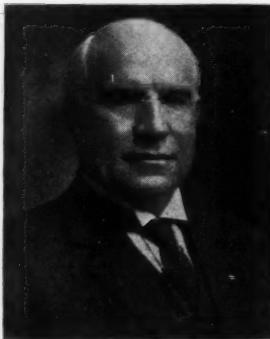
Fire officials here say instances have been recorded where the sprinkler systems were touched off because of defects, but that this is an unusual case, where a fire entirely outside the building caused the system to operate.

### Transit Insurance

NEW YORK, Apr. 1—A system of transit insurance for household goods warehousemen has been arranged with the Marine Office of America by the insurance committee of the household goods sub-division of the American Warehousemen's Association. Warehousemen interested may obtain information by addressing the committee's secretary, Charles Milbauer, Trans-Continental Freight Co., Woolworth Building, New York City.

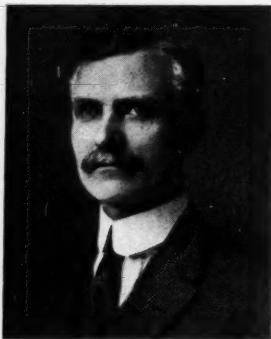
## Men Elected Recently as Officers or Directors of Va

ROBERT FLAGG



President, Central New York Warehousemen's Club. Mgr., Flagg Storage Warehouse Co., Syracuse

JOHN BEKINS



Director, Central Warehousemen's Club. Proprietor, Omaha Van & Storage Co., Omaha

WILLIAM T. BOSTWICK



President, N. J. Furniture Warehousemen's Assn. Sec., N. Y. Furniture Warehousemen's Assn. Pres., Thomas J. Stewart Co., Jersey City

JOSEPH W. GLENN



Director, American Warehousemen's Association. Partner, O. J. Glenn & Son, Buffalo

WILLIAM P. HAGGARTY



President, Montana Transfer and Storage Association. Sec., Wilbur Transfer & Storage Co., Great Falls

GEORGE HAMLEY



Director, Central Warehousemen's Club. Pres., Colonial Warehouse Co., Minneapolis

W. H. PROTZMAN



Vice-President, Pennsylvania Furniture Warehousemen's Assn. Mgr., 20th Century Storage Warehouse Co., Philadelphia

### Willingham Warehouse Bought

MACON, GA., April 1—Jesse B. Hart, president of the Macon National Bank, has purchased the Willingham warehouse here for \$84,000. When the warehouse was recently put up for sale at public auction, following bankruptcy proceedings against the operators, the highest amount bid was \$65,000. The property had been appraised as having a value of \$140,000, and the receivers refused to sell it for \$65,000. The property was purchased by Mr. Hart as an investment.

### Co-Operative Society to Build

CHICAGO, April 1—The Co-Operative Society of America, which operates, through the Rochdale Wholesale Co., 127 retail establishments, has acquired property costing \$220,000 and is planning to erect, at a cost not to exceed \$3,000,000,

what will be known as a "farmers' and consumers' food terminal warehouse and storage plant." The company plans to open 400 more retail stores during the current year.

### Wisconsin May Operate Warehouses

MADISON, WIS., April 1—Under a resolution introduced in the Wisconsin Legislature the State Constitution would be amended to allow the State to acquire and operate storage warehouses and grain elevators.

The committee on State affairs has approved the resolution.

### Mr. Spencer's New Office

PITTSBURGH, April 1—Robert L. Spencer, superintendent of the Pennsylvania Warehouses, has established offices at 810 Pennsylvania Station, Pittsburgh.

### Haulers' Convention June 23-25

NEW YORK, April 1—The National Association of Commercial Haulers will hold its 1921 convention at Milwaukee on June 23-25.

It is announced here by C. R. Collins, general manager:

"Not only will there be delegates from the Canadian Dominion organization, from England, and from our membership which now represents some 30,000 firms, but there will be speakers of national and international reputation with messages of great import."

Mr. Collins adds:

"Drastic changes in the conduct and regulation of our businesses are likely to come under the new Federal regime, and no man who wishes to plan intelligently for the future in this line should miss the Milwaukee conference of the association."

## Various Associations in the Warehouse Industry

GEORGE A. RHAME



Of Minneapolis, Secretary, Central Warehousemen's Club and Secretary of Minnesota Warehousemen's Association

THOMAS J. SKELLET



Treasurer, Central Warehousemen's Club. President and Manager, Skellet Co., Minneapolis

FRANK J. SUMMERS



Secretary, New Jersey Furniture Warehousemen's Association. Traffic Executive, Model Storage Warehouses, Inc., Newark

O. W. THOMAS



Secretary, Kansas City Warehousemen's Association, Sec., A-B-C Fireproof Warehouse Co., Kansas City, Mo.

ROY C. GRISWOLD



Director, American Warehousemen's Association and president of Illinois Association of Warehousemen. President, Griswold & Walker, Inc., Chicago

GRANT WAYNE



President New York Furniture Warehousemen's Association. Manager, West End Storage Warehouse, New York City

CHARLES G. WIGHTMAN



Secretary and Treasurer, Pennsylvania Furniture Warehousemen's Association. Proprietor, Penn Storage & Van Co., Philadelphia

### Building Oregon Port Warehouse

MARSHFIELD, ORE., Apr. 14—This port on Coos Bay is expending \$25,000 on improvements, which include a large dock, warehouse and 220-ton electric crane.

This work was started last fall but was suspended in January for lack of funds, owing to the low prices offered for bonds. Since that date, however, the Port Commission has been successful in disposing of the bonds at a higher figure, with the result that the work was resumed last week. The improvements are being made in the northern part of Marshfield, adjacent to the Standard Oil Co. station.

The dock will be 600 feet in length when finished and the warehouse will be 30 by 100 feet. Both structures adjoin the Southern Pacific tracks and are thus convenient to both water and rail ship-

ment. From present indications the improvements will be completed about the middle of May.

### Chicago Warehouse Blaze

CHICAGO, April 11—Fire partly wrecked the building of the Livingston Van & Storage Co. at 812 North Wells street to-day. Firemen estimated the loss at \$100,000.

### \$2,000,000 Cold Storage Co. in Canada

WINNIPEG, CAN., April 1—The Prairie Cold Storage Co. has been chartered here as a \$2,000,000 corporation and is planning to spend \$1,000,000 in constructing six buildings in Manitoba. A central plant in Winnipeg will cost \$400,000 and there will be branches at Portage la Prairie, Virden, Brandon and Dauphin.

### Motor Truck Terminal for Detroit

DETROIT, April 1—Plans are under way for what is described as "the world's largest and most completely equipped motor truck terminal," to be constructed here through the efforts of the Detroit Ship by Truck Bureau. The terminal will be constructed in units, according to P. M. Gunsaulus, director of the bureau, the first unit to be 50 by 145 feet, with 32 loading entrances, 16 on each side. Additional units would go up as business warranted.

### Japanese to Lease Warehouses

SACRAMENTO, April 7—A Japanese incorporation, the Sunrise Building Co., filed papers of incorporation here to-day, with a capital of \$100,000, with the announced purpose of leasing warehouses and other structures in California.

## WAREHOUSING ECONOMY IS A SELLING IDEA

Expansion of Industry Depends on  
Utilization by Shippers, Busi-  
ness Manager Says

CHICAGO, April 12—The Illinois Association of Warehousemen held its April meeting to-night at the University Club here. In the absence of Roy C. Griswold, president, J. E. Lee, of the Currier-Lee Warehouse Co., presided. Mr. Lee explained that Mr. Griswold had gone to New York to attend a meeting of the board of directors of the American Warehousemen's Association and that later he planned to be one of that organization's representatives at the group meetings of the Department of Domestic Distribution of the Chamber of Commerce of the United States at the Chamber's Atlantic City convention on April 27 to 29.

Julian Chase, business manager of *Distribution and Warehousing*, was a guest at the meeting to-night. Called upon for a speech, Mr. Chase emphasized to the warehousemen that the expansion of the industry would, in his opinion, depend upon the idea of selling the manufacturing world on the economic advantage of utilizing the public warehouse and that such expansion would serve to build each individual storage business more rapidly than would the adoption of purely competitive methods.

Mr. Chase voiced the appreciation of the publication for the hearty spirit of co-operation evident in the entire industry and told of the constructive program of *Distribution and Warehousing* designed to build business for warehousing. He outlined the plans to put the industry's business paper into the hands of manufacturers and shippers who should logically make extensive use of public warehouse service.

In submitting a report for the rate committee, Sidney Smith reviewed the results of the recent rate determining investigation and submitted a supplementary list of commodities, with the suggestion that members add this list to the recent tariff filed with the Public Utilities Commission.

Mr. Lee as chairman of the business promotion committee reported that the American Warehousemen's Association's pamphlet "Warehouse Receipts as Collateral," had been distributed to every banker in the Illinois territory. He said the committee had received many expressions of appreciation from the bankers and thought that the circulation of this booklet would serve to build closer co-operation between financial interests and the warehouse industry.

Both the legislative and cost accounting committees reported progress but reported they would not have any definite data to present to the members until the next meeting.

### Central Acquires New Warehouse.

KANSAS CITY, MO., April 13—The Central Storage Co. has added another

house to its chain; the newest structure being a four-story fireproof building at 1225 St. Louis Avenue. This warehouse is near the other buildings of the company, in the West Bottoms wholesale district. Like its fellows, it has extensive trackage facilities, and also accommodations for team service. The building, re-enforced concrete throughout, was formerly used by an implement distributor.

### Need for Warehouses in New England

BALTIMORE, April 4—In the second "Survey of National Conditions" conducted by the Fidelity and Deposit Company of Maryland, one of the questions sent to bankers, merchants, manufacturers and others, throughout the country, in a position to speak authoritatively, reads: "Is there need for building construction and in what class?"

The company's printed digest of facts and opinion, as based upon the replies, lists warehouses as among the kinds of buildings needed in the six New England States.

In the sections of the digest alluding to all other sections of the country no mention is made of warehouses.

### Springfield Company Expands

SPRINGFIELD, MO., April 7—The Springfield Warehouse & Transfer Co. has purchased the Tucker-Ferguson Warehouse & Transfer Co. of this city for a consideration approximating \$100,000. The Springfield company now owns and controls four warehouses and a fleet of about twenty motor trucks and moving vans. The four buildings contain a total of 100,000 square feet of space. The Springfield company has applied for right to increase its capital stock to \$100,000, all subscribed.

E. G. Tucker, who was president of the Tucker-Ferguson company, will retire from the warehouse business and the officers of the Springfield company are E. O. Stonebraker, president; G. G. Finkbinder, vice-president; Fred George, treasurer, and B. H. Stonebraker, secretary. The company specializes in storage and distribution of merchandise and implements.

### Warehouse Space Offered to Americans in Paris

Space in a new big warehouse to be constructed in Paris has been offered, through the American Chamber of Commerce in France, to American firms doing business in the French capital. There has long been need of proper and convenient warehousing and storage facilities in Paris and there has been talk of a co-operative movement by American interests toward building a warehouse to meet this need.

The proffer to the American Chamber of Commerce in France comes from George Rheims, a Parisian who is planning to erect a cement storage plant to be ready for occupancy by October 1. Special rates would be made for firms which are members of the Chamber.

## WAREHOUSE TEAMSTERS STRIKE IN ROCHESTER

ROCHESTER, N. Y., April 2—Teamsters, including those employed by member companies of the Truckmen's and Warehousemen's Association of Rochester, went on strike yesterday. The association last night declared in favor of an open shop and announced to-day that its members had succeeded in making all deliveries of perishable goods and had moved a considerable amount of freight.

The warehousemen want to put into effect a reduction of \$3 a week on Ford delivery trucks only and are willing to maintain the present wage schedule, in other respects, for three months. They claim that not more than ten men in the local teamsters' union are affected, but that the reduction asked was vital to the smaller members of the warehousemen's association.

The teamsters want the present wage schedule continued in effect for another entire year. These wages scale from \$25 to \$36 a week, piano movers receiving the maximum.

### Canal Tolls Cheaper Than Rail Rates

BUFFALO, N. Y., April 19—An innovation in transportation and distribution of all kinds of freight is being made by the Inland Marine Corp., which is inaugurating store-door delivery at Buffalo on shipments by its New York State barge canal line.

This company claims to be the oldest organized operating company on the barge canal, and the new service which will begin with the opening of the canal for this season consists of delivering merchandise from its New York and Brooklyn terminals by barges to Buffalo, distributing it by trucks to any local address within Buffalo. This service will be given at a rate 20 per cent. lower than the railroads.

Sailings will be made from New York every Wednesday and Saturday during the season of navigation, commencing April 30. The running time between New York and Buffalo is seven days.

The Inland Marine Corp. provides marine insurance which not only covers all shipments against loss from marine causes, but also against fire and every other loss for which a common carrier is liable. The eastbound package freight service from Buffalo to New York will also have rates 20 per cent. lower than railroads, and an allowance to customers at New York of 7 cents per hundred pounds for cartage. Sailings from Buffalo Wednesdays and Saturdays.

The equipment consists of ten modern cargo steamers and sixty barges designed for barge canal operation. M. R. Galvin, assistant general manager, stationed at the western office, 935 Ellicot Square, Buffalo, claims that the new service will show a saving ranging from \$1.10 to \$3.40 per ton, according to the class of freight, and in addition to the store-door delivery or cartage allowance. The New York City office is at 132 Nassau Street.

## WAREHOUSEMEN PROTEST REGULATION IN OHIO

Delegations Present Arguments  
Against Being Classed as  
Public Utilities

CLEVELAND, April 1.—A delegation of Cleveland storage and warehousemen went to Columbus to fight the Miller bill, which provided for regulation and control of all land transportation companies by the Public Utilities Commission of Ohio.

Men in the industry from many other Ohio cities were present to lend their efforts in the movement to kill the bill, which is considered a measure that would impose an unjust hardship on individuals and corporations that would come under its provisions.

As a result of the protest made to the Committee on Public Utilities of the Senate by the delegations it is believed the measure will not be reported out of the committee.

Should these concerns be placed under the control of the Commission they would be subject to all rules and regulations concerning the operation of their vehicles that the State body might see fit to impose. They would have to file annual reports and pay a tax imposed on all public utilities, and this would materially increase expenses which would have to be borne by patrons of the concerns.

It was argued with telling force that less than five per cent of the warehousemen's business is long hauls, and that they very seldom use the highways outside of their home cities, and that therefore they can not under any consideration be classed as public utilities. The contracts made by the warehousemen are with individuals, and are not with the public generally; this was another argument advanced as to why they should not be classed as public utilities.

In the addresses that were made to the committee the further argument was presented that the classification of the land transportation companies as utilities would constitute an unwarranted intrusion into the domain of private business by the commonwealth and that it would be used as a wedge to further bring private enterprises under the jurisdiction of the Commission at the State Capitol.

The Furniture Warehousemen's Association of this city was represented at the hearing by Mead Redhead, of the Redhead Storage Co.; W. H. Turner and T. J. Moffett, of the Lincoln Fireproof Storage Co.; O. L. Scott of the Scott Bros. Fireproof Storage Co., and Thomas J. Hile of the Windemere Moving and Storage Co.

The Cleveland Transportation Club was represented by S. A. Stead; and the General Cartage & Storage Co. by Alton H. Gusley and I. E. Sanborn.

### Mr. Cotter Addresses Haulers

COLUMBUS, O., April 1—The Columbus Association of Commercial Haulers, at a banquet and get together meet-

ing attended by thirty-five active and associate members, were addressed by W. Lee Cotter, head of the W. Lee Cotter Warehouse Co. of Columbus, who has extensive transfer and storage interests also in Mansfield and Akron. Mr. Cotter told of the progress made by the State as well as local associations and believed a great deal of good would come from this organization and co-operation.

### New Zenith Route

BOSTON, April 11—The Zenith Transportation Co. put into operation today a daily overnight motor freight service between Fitchburg and Boston. The company already operates similar lines with terminals at Boston, Providence, Fall River and New Bedford.

### David Beecroft Elected to Federal Highway Council

WASHINGTON, April 7—David Beecroft, directing editor of *Distribution & Warehousing* and other business papers published by the Class Journal Co. has been elected to the executive committee of the Federal Highway Council, it is announced to-day by S. M. Williams, chairman of the Council. Mr. Beecroft is president of the Society of Automotive Engineers.

Others elected to the Council's executive committee are W. J. L. Banham, general traffic manager of the Otis Elevator Co.; Col. H. W. Alden, vice-president of the Timken-Detroit Axle Co. and S. P. Leeds, president of the Atlantic City Chamber of Commerce.

Mr. Williams states that "the selection of these men is in recognition of their interest and activities in the work of the Federal Highway Council, and the determination to place the work upon the broadest lines and under the direction of men of the widest experience."

### C. N. Y. Club Has Twelve Member Companies

SYRACUSE, April 1—The recently-organized Central New York Warehousemen's Club now contains twelve member companies, it is announced by William J. Connor, secretary. From one to three men identified with each company are members of the new association, which is joining with other New York organizations in legislative movements. The member companies are:

Buck Terminal, Inc., Watertown; Central City Storage & Transfer Co., Syracuse; Elmira Storage & Sales Co., Inc., Elmira; Flagg Storage Warehouse Co., Syracuse; Great Northern Warehouses, Inc., Syracuse; Jones-Clark Trucking & Storage Co., Utica; Joseph Bimberg Sons, Elmira; King Storage Warehouse, Inc., Syracuse; Mitchell-The-Mover, Inc., Ithaca; Syracuse Cold Storage Co., Syracuse; Utica Carting & Storage Co., Utica; Winslow Trucking Co., Inc., Watertown. Headquarters of the secretary is at 100 Townsend street, Syracuse.

## FEDERAL BOARD RULES AS TO COLD STORAGE NOTES

WASHINGTON, April 7.—Rulings of the Federal Reserve Board hold that notes of the cold-storage company when used to make advances to customers, are ineligible for discount by Federal Reserve Banks under the principles enunciated in the Board's ruling with reference to the paper of cotton factors.

The decision was made in response to a recent inquiry as to the eligibility of notes given the storage company by customers for the amount of these advances, and as security for such notes pledged the warehouse receipts representing all goods stored. The storage company pledges the customers' notes and the warehouse receipts as collateral for their own notes, hence the question of eligibility for discount.

The Board declared that

"The notes of the cold-storage company would, however, be ineligible under the terms of the Federal Reserve Act if the proceeds are to be used by the cold-storage company to make loans to its customers, even though such notes are secured by the eligible notes of the company's customers. The Board has frequently ruled that paper which is secured by eligible paper is not itself eligible merely because it is so secured. The eligibility or ineligibility of paper depends upon whether or not the proceeds have been used in the first instance for a commercial or agricultural purpose and does not depend upon whether the paper is or is not secured, or upon the character of such collateral security as there may be."

### Opposes Federal Cold Storage Bill

SAN FRANCISCO, April 1—The Chamber of Commerce of San Francisco has protested to the California Representatives in Congress against House Resolution 9521, under which dairy products would be classed as cold storage goods when moving under refrigeration for ten days or more. Fresh butter, eggs, cheese, etc., moving from California to Eastern markets are frequently thirty days in transit, and the Chamber holds that enactment of the proposed statute would be destructive to Californians' business.

A reply received by the Chamber from Representative Henry Z. Osborne in Washington said the California delegation was opposed to the measure and had succeeded in having it sent back for further conference.

### A Correction

Through an error the location of the Langan & Taylor Storage and Moving Co., at Delmar and Euclid streets, St. Louis, was given as Grand and Laclede avenues, in that company's listing in the 1921 Warehouse Directory. In calling attention to the mistake the company asks that all communications should be addressed to the operating company, the General Warehousing Co., 810 Rialto Building, St. Louis.

## JERSEY ASSOCIATION FIGHTS REMOVAL BILL

Protest to State Assemblymen Says Proposed Law Would Create System of Espionage

NEWARK, N. J., April 1—The New Jersey Furniture Warehousemen's Association has sent to every New Jersey Assemblyman a letter protesting against a bill which, as the letter explains, "aims to force every person who desires to remove household goods from one residence to another to go to the police department and secure a permit, first giving all the details of the removal, such as old and new addresses, name of cartman, etc., and fixes a charge of fifty cents for such permit."

The association's letter declares that the bill is backed by installment house furniture dealers who would be the sole beneficiaries and that it is "distinctly class legislation and would impose a burden on the masses for the benefit of a very few," making a collection agency of the police departments and creating "a system of espionage which is positively foreign and contrary to our form of government." The letter explains further.

"The installment house interests solicit accounts with and extend credit to anyone irrespective of their credit standing; they have advertised and built up their business on the plea of confidential dealings with their customers. Now they want to force the storage and moving concerns to publish to the world a daily record of all those with whom they do business."

The letter quotes the history of similar legislation in other cities, as follows:

"New York City, defeated five distinct times.

"St. Louis, became law, was declared void and stricken out.

"Cadillac, Mich., held invalid.

"Los Angeles, passed by Board, vetoed by Mayor.

"Chicago, passed but not enforced.

"Paterson, N. J., rejected.

"Newark, N. J., rejected."

This measure, described in the letter as "a freak bill," was discussed at the March meeting of the New Jersey Association and it was decided to continue the fight against its enactment.

The insurance committee reported that a new compensation rate on warehouse employees of \$2.54 became effective in New Jersey on Feb. 1.

The uniform methods committee recommended that all members adopt a clause in their storage contracts whereby the conditions of the contract would cover goods received for storage subsequent to the receipt of the original lot.

The transportation committee reported it was bad practice to use or allow the use of the term "shipper's load and count" on full car bills of lading, and suggested that a list of the contents of the car be made and attached to the bill.

It was voted to join with the New York and Pennsylvania household goods

associations in a three-day outing at Atlantic City, June 24-26.

### New Massachusetts Company

NORTH ADAMS, MASS., April 9—The Adams Warehouse Co., Inc., has been organized here to operate a warehouse for general storage purposes.

### Michigan Transfer Interests Organize

GRAND RAPIDS, MICH., April 6—The Michigan Highways Transportation Association was organized here to-day with E. Foster Morton, of the Morton Truck Co., Detroit, as president; E. M. Radcliffe, secretary of the Transfer and Storagemen's Association of Grand Rapids, as first vice-president; and H. H. Hardy of the Fireproof Storage & Transfer Co., Lansing, as secretary. Constitution and by-laws were adopted. Mr. Radcliffe was chairman of the organization meeting.

Objectives of the association include campaigning against proposed legislation unfavorable to warehouse, transfer and trucking interests and the preparation of truck rates in anticipation of Public Utilities Commission control. The men identified with the membership were recently instrumental in having withdrawn a bill which was considered obnoxious, relating to truck regulation.

## NEW WAREHOUSE IN PROVIDENCE

### PROVIDENCE, R. I., April 1—

Service Warehouses, Inc., has been organized to conduct business in storage and distribution of general merchandise. This is a new company, and its general manager is Earl M. Medbery, formerly traffic manager of the Indian Packing Corp. of Chicago.

### May Transfer Army Piers

PHILADELPHIA, April 9—Plans for the transfer of the Army piers at the foot of Oregon avenue, Delaware River, to the shipping board, are now before the Secretary of War. Affirmative action is expected soon. It is expected these piers will be utilized in export trade.

### New Denver Company

SANTA MONICA, CAL., April 8—A transfer and storage company for handling and storing household goods has been organized here by Roland R. Speers and Benjamin R. Dow. A modern fireproof warehouse is being erected at 1417 Second Street.

### New Denver Company

DENVER, April 2—The City Transfer Storage and Commission Co. has been organized here to conduct general transfer and storage business.

## BEKINS COMPANY BUYS WAREHOUSES IN FRESNO

LOS ANGELES, April 7—Bekins' Van & Storage Co. has purchased the entire assets and business of the Fresno Transfer & Storage Co. of Fresno, Cal., thus forming another link in the Bekins chain.

The Bekins people are now represented with offices and warehouses in Los Angeles, Fresno, Oakland, San Francisco, Seattle, Omaha and Sioux City, and have Eastern shipping offices in Chicago, New York, Buffalo and Boston.

The equipment of the Fresno company, which was the largest household goods warehousing concern in Fresno, consists of two warehouses and eight motor trucks. The business was started twelve years ago by W. C. Penn, who has been continuously in active control and management.

Floyd Bekins will be in charge as manager of the Fresno company, which has acquired a third house with trackage facilities. It is the company's intention to handle merchandise as well as household goods accounts. Fresno is a natural distributing point between San Francisco and Los Angeles, and the company will make it a stopping-off point for a large volume of business which Bekins' trucks carry between those two cities.

### Unique Warehouse for Akron

AKRON, OHIO, April 11—The City View Apartment & Storage Co. has been incorporated for the purpose of "purchasing, leasing, constructing, equipping, maintaining and operating buildings to be used or leased for private apartments, store rooms, offices, garages, cold and general storage," etc.

The storage structure which it is proposed to build has a frontage of approximately 1000 feet on Kind Drive. This thoroughfare runs up-hill, and the six-story warehouse will be so constructed that there will be street entrances at the second, third, fourth, fifth and sixth floors. The roof of the warehouse, 60 feet wide by 450 feet long, will be used for tennis courts, croquet grounds, etc., for the use of tenants of an apartment house which the company plans to erect adjoining the warehouse.

One unit of the warehouse will be utilized for cold storage, with the roof as a summer and winter ice skating rink occupying one acre.

### 300 Federal Licensed Warehouses

WASHINGTON, April 1—The number of licensed warehouses in the United States has passed the 300 mark and is increasing rapidly, George Livingston, chief of the Bureau of Markets of the Department of Agriculture, said in an address before the American Association of Refrigeration. The licensed establishments include those dealing in cotton, grain and wool.

Mr. Livingston announced that his bureau had drafted plans and specifications for a standard refrigerator car based on exhaustive investigation and tests.

## SIX NEW MEMBERS ARE ELECTED TO THE A. W. A.

PITTSBURGH, April 1—Charles L. Criss, general secretary of the American Warehousemen's Association, announces election of the following new members:

Binyon-O'Keefe Fireproof Storage Co., Houston. Affiliating with merchandise sub-division. Officers are W. J. Binyon, Jr., president and manager; C. A. O'Keefe, vice-president; Roy Binyon, secretary.

Chelsea Fireproof Storage Co., New York City. Affiliating with household goods sub-division. Officers are Louis Schramm, president; William F. Hahn, secretary and treasurer.

F. H. Hanlon, Batavia, N. Y. Affiliating with merchandise sub-division. Mr. Hanlon is sole owner.

Julius Kindermann & Sons Co., Inc., Bronx, New York City. Affiliating with merchandise sub-division. Officers are George Kindermann, president; Frank Kindermann, secretary.

Towers Stores, Inc., New York City. Affiliating with merchandise sub-division. Officers include P. C. Tickner, president; E. Dawson, secretary.

Weatherred Transfer & Storage Co., Waco, Tex. Affiliating with merchandise sub-division. Officers include Gus K. Weatherred, president and general manager; W. W. Weatherred, secretary and treasurer.

The Ewert & Richter Express & Storage Co., Davenport, Iowa, affiliated with the household goods sub-division, has taken affiliation also with the merchandise section.

The Fisher-Gilster Cartage & Storage Co., Youngstown, of the merchandise sub-division, has taken affiliation also with the household goods branch.

Several A. W. A. committee changes are announced, as follows:

P. L. Gerhardt, Bush Terminal Co., New York City, has been appointed chairman of the committee which is undertaking revision of the present approved form of warehouse receipts. W. C. Bright, Independent Warehouses, Inc., New York City, resigned the chairmanship for business reasons.

J. Edward Lee, Currier-Lee Warehouse Co., Chicago, has been made chairman of the committee on uniformity of methods and practices. He succeeds Roy C. Griswold, Griswold & Walker, Inc., Chicago, who desired time to devote his efforts to the work of the rules and regulations division of the committee on railroads and steamships.

George A. Howell, Howell Warehouses, Ltd., Toronto, has been appointed to the membership committee of the merchandise sub-division.

H. E. S. Wilson, Campbell's Stores, Hoboken, is a member of the merchandise membership committee.

### Warehouses and Walnuts

SAN FRANCISCO, April 1—The California Walnut Growers' Association protected its 1920 crop against loss by using public warehouses throughout the coun-

try, according to C. Thorpe, the association's general manager. With market conditions bad, stocks of walnuts were placed in storage plants in eastern centers and were withdrawn by dealers as fast as on-hand stocks could be sold.

### Weicker Expansion

DENVER, April 11—The Clark Transfer Co. has consolidated its transfer business with that of the Weicker Transfer & Storage Co., which has its general offices at 1700 Fifteenth street.

## Mr. Shipper, Can You Use the Barge Canal?

NAVIGATION on the New York State Barge Canal resumes about May 1. Several hundred barges and steamships for carrying freight, and information as to rates, schedules, etc., may be obtained by addressing C. L. Cadle, Superintendent of Public Works of the State of New York, Albany, N. Y. Bulk cargo services will be maintained, by various companies, between points including New York, Quebec, Montreal, Ottawa, Three Rivers, Buffalo, Jersey City, Newark and intermediate ports. These companies include:

Inland Marine Corporation; general manager, S. W. Bullock, 132 Nassau street, New York City.

Lake Champlain Transportation Co.; general manager, J. H. Riley, Whitehall, N. Y.

Transmarine Corp., Canal Division; general manager, M. L. White, Chamber of Commerce Building, Buffalo.

McDougall-Duluth Shipbuilding Co., general manager, A. Miller McDougall, 42 Broad street, New York City.

Edward G. Murray Lighterage & Transportation Co., Inc.; president, E. G. Murray, 24 State street, New York City.

Barge Canal Freighting Corp.; vice-president, R. H. Barnwell, 23 South William street, New York City.

Neville & Maytham; agent, J. H. Neville, 18 Broadway, New York City.

### New Cold Storage Association

SAN FRANCISCO, April 1—A new organization comes into the industry—the Pacific States Cold Storage Warehousemen's Association, with virtually all cold storage warehousemen in California and Oregon as members. The officers are:

President, F. B. Whipple, National Ice & Cold Storage Co., San Francisco; secretary and treasurer, C. K. Melrose, Union Ice Co., San Francisco.

## MARYLAND ASSOCIATION RE-ELECTS MR. WITTERS

BALTIMORE, April 14—The Maryland Warehousemen's Association held its annual meeting to-day at the Hotel Emerson here and re-elected T. E. Witters, general manager of the Baltimore Fidelity Warehouse Co., as president. W. G. N. Rukert, general manager of the Block St. Wharf & Warehouse Co., Baltimore, was re-elected secretary, and Walker D. White, of the Central Warehouse Co., Baltimore, treasurer.

Under the original constitution and by-laws it was provided that "no person may hold office as president for two consecutive years." At to-day's meeting this was amended to read "not more than two years," in order that Mr. Witters might be retained in office.

The Maryland organization is one year old and has been successful. All merchandise warehouses in Baltimore are members in good standing. The association has given much thought to the vital subjects of the day in warehousing and to local conditions affecting the industry, with resultant good to the members. Legislation, cost accounting, rules and practices and other subjects are on the program for the coming year. The member companies are:

Active—Atlas Safe Deposit & Storage Co., George Rukert; Baltimore Fidelity Warehouse Co., T. E. Witters, general manager; Belt's Wharf Warehouses, Inc., A. L. Delcher, secretary and general manager; Block St. Wharf & Warehouse Co., W. G. N. Rukert, general manager; Camden Warehouses, J. C. Brown, manager; Canton Co. of Baltimore, Thomas G. Smiley, manager; Central Warehouse Co., Leonidas Levering, president, and Walker D. White; McCormick Warehouse Co., Inc., N. C. Settle, manager; Service Terminal Co., Inc., P. Ross Bundick, president and manager; Terminal Warehouse Co., W. R. Howard, secretary. All of these are in Baltimore.

Associate—Jones & Co., Inc., Norfolk, Va.; Security Storage & Safe Deposit Co., Inc., Norfolk.

### Storage Business Dull in Central Ohio

COLUMBUS, OHIO, April 20—The transfer and storage business in Columbus and central Ohio has been rather quiet during the past month. Outside of a slight spurt in household goods, movement conditions have been rather dull, attributed largely to unsettled industrial conditions and also to the fact that retailers are buying in small quantities only and are loath to take a chance on the future by placing their usual orders for all kinds of merchandise.

Commercial transfer and storage work continues quiet. There is considerable sugar going into storage but canned goods, cereals and coffee are not as large as in past seasons at this time. Implement and machinery transferring and storage has been rather active and on the whole that is the best feature of the trade.

# WAREHOUSING NEWS

What's going on in *your* town?

The industry wants to know!

## New Buildings, Etc.

**Commonwealth Warehouse Co.**, Brooklyn, has acquired a new warehouse in Hoboken, adjoining Delaware, Lackawanna & Western Railroad tracks. The company now has 100,000 square feet of storage space in five warehouses in Brooklyn, Manhattan and Hoboken.

**American Dock Co.**, New York City, has awarded a contract for the erection of a reinforced concrete warehouse, 120 by 160 feet, seven stories, at Tompkinsville, Staten Island.

**Pouch Terminal Co.**, New York City, is erecting a 7-story reinforced concrete terminal warehouse, 120 by 160 feet, at Clifton, Staten Island.

**Andrews Fireproof Storage Co.**, Cleveland, will erect a \$75,000 4-story reinforced concrete storage warehouse and general office building at 6802 Lexington Avenue, N. E. The structure will be a 50-by-100-foot addition to its present building.

**City of Richmond, Cal.**, is planning a \$150,000 bond issue in order to finance construction of a municipal warehouse, 490 by 92 feet.

**Independent Warehouses, Inc.**, New York City, declared a dividend, payable April 15, to stockholders of record as of April 8, of \$2 a share out of the earnings of the previous quarter.

**Headley's Express & Storage Co., Inc.**, Chester, Pa., expects to break ground soon for a new warehouse structure.

**Henry I. Stetler, Inc.**, New York City, has purchased vacant plot, 83 by 100 feet, at Washington and Bethune Streets and will build a four-story fireproof warehouse.

**Monarch Transfer & Storage Co.**, Kansas City, announces election of W. F. Cook, formerly in banking and real estate, as secretary. Mr. Cook has purchased an interest in the company.

**John J. Lynch Warehouse Co.**, New York City, has leased building at 436 Pearl Street for five years.

**Binyon-O'Keefe Fireproof Storage Co.**, Fort Worth, Texas, will place a new warehouse in operation about July 1. The building is at 301 East Front Street and contains about 90,000 square feet of space.

**Howell Warehouses, Ltd.**, Toronto, has installed a cost system designed to show in and out handling expenses.

**Union Storage Co.**, Pittsburgh, has issued a new schedule of rules and rates for cold storage.

**Westfall Storage & Van Co.**, Chicago, is planning a four-story fireproof addition to its warehouse at 3702 West Roosevelt Road, and will remodel its offices at 3662 West Roosevelt Road.

**Werner Bros. Fireproof Storage Co.**, Chicago, will erect a six-story fireproof storage warehouse on property recently acquired on North Paulina Street, near Howard Avenue. The structure will cost \$150,000 and will cover an area 64 by 80 feet.

**Bowling Green Storage & Van Co.**, New York City, removes on May 1 from its present offices, which it has occupied for twenty years at 18 Broadway, to 8-10 Bridge Street.

### Boston Warehouses Receiving Wool.

**BOSTON**, Apr. 15—Local warehouses are receiving wool shipments which are being rushed into them before the tariff goes into effect. A valuable shipment arrived yesterday from Australia, part of the cargo of the Leyland Line steamship *Oxonian*. The wool was bought at the English wool sales and rushed here on the first available steamer to get it in before a high duty is imposed.

When the American steamship *Chattanooga* reached port day before yesterday from Buenos Aires, orders were issued to unload her entire cargo of wool here in order to make a quick entry. The vessel brought 1,300 bales for Boston importers and 1,800 bales originally intended for New York, but which were diverted to Boston.

### Warehouse Law Proposed

**DES MOINES**, Apr. 1—Under a bill introduced into the State Legislature the Board of Railroad Commissioners would be given power to license, investigate and inspect all agricultural warehouses in Iowa.

### Georgia Warehouse Fires.

**ATLANTA, GA.**, Apr. 18—Losses exceeding \$200,000 have been caused by a series of disastrous warehouse fires in Georgia the past few weeks.

The enormous warehouse of the Buckeye Cotton Oil Co. at Macon was almost entirely destroyed on April 8, the loss amounting to about \$135,000. About 30,000 bales of hull fibre were destroyed. Loss of \$50,000 was caused when fire destroyed two of the large warehouses of the Empire Cotton Oil Co. at Valdosta on April 15. The bonded warehouse of Cowart & McGhee at Arlington, with 500 bales of cotton and 300 tons of peanuts, was destroyed late in March. The loss amounted to several thousand dollars.

## Incorporations

**Service Warehouses, Inc.**, Providence, R. I. Capital stock, \$25,000. To conduct general warehousing. Incorporators, Frank L. Peck, Kenilworth Lee, Earl M. Medbery and William A. Spicer.

**Fellowes Trucking Co.**, Cleveland. Capital, \$15,000. Incorporators, D. J. Zinner, A. W. Haiman, E. M. Chaloupha, D. A. Levine and L. M. Rich.

**K. & H. Warehouse Holding Corp.**, New York City. Capital, \$27,000. Incorporators, D. Kalmus, A. Kalmus and S. Heineman.

**Atascadero Cold Storage & Warehouse Co.**, Atascadero, Cal. Capital, \$50,000, with paid-in capital of \$30,100. Subscribers, E. C. Seares, H. H. Johnson, E. D. Jarvis, Henry Miller, U. O. Rible, R. B. Moon and A. Ledeboer, all of Atascadero.

**New Rochelle Storage Warehouse Co.**, New Rochelle, N. Y.

**San Joaquin Wharf & Warehouse Co.**, Stockton, Cal. Capital, \$200,000. To engage in general wharfage and storage business.

**Food Products Warehouse Co.**, Chicago. Capital, \$25,000. To do general warehousing and deposit business.

### Egg Storage Unusually Early

**HARRISBURG, PA.**, April 19—Cold storage warehouses in Pennsylvania have more eggs than ever before at this period of the year. Director James Foust, of the State Food Bureau, has announced that on April 1 there were 3,355,205 dozen eggs in storage.

The warehouses also hold more pork than is usual during the spring, 5,464,218 pounds being the total amount held.

On April 1 last year, the cold storage houses held 56,198 dozen eggs and on Jan. 1 this year there were less than 1,000,000 dozen. Usually eggs are not stored until May and June, but the unusual conditions this spring have resulted in early storage.

Reports received from seventy-two storage warehouses in the State show holdings of 1,086,223 pounds of butter, as compared with 782,585 pounds at the same period in 1920, and more than 5,000,000 pounds on Jan. 1. There are also 2,401,368 pounds of poultry, as compared with 3,009,540 pounds last year. There are 2,438,662 pounds of fish, the reports of that commodity for a year ago showing 931,905.

There are also in storage 2,350,554 pounds of beef, 218,707 pounds of veal and 1,731,275 pounds of mutton.

**Announcing—**

# Certified Truckmen

***Protection for both Shipper and Warehouseman***

**RESPONSIBILITY** and **COMPLETE CARGO INSURANCE**, the two essentials needed to give shippers confidence in the motor hauling business and place it on a sound operating basis, is now accomplished.

**ROBBERY** *theft, pilferage, fire, collision, upset, flood, road or bridge collapse, and general lack of responsibility among truckmen are recognized as risks to cargoes shipped by truck. These risks have made shippers reluctant to use the advantages of truck transportation and have retarded the full growth of the industry.*

*A clamor for protection has come from shippers throughout the nation. Out of this call has grown the CERTIFIED TRUCKMEN plan—the longest stride taken toward stabilizing the motor hauling industry.*

*Under our plan now being installed throughout the country The Underwriters Inspection & Adjustment Company makes a searching investigation into the moral and financial integrity and the operating methods of truckmen. The truckmen who are able to qualify under this investigation are placed on our Companies' Certified list and advertised to shippers throughout the country to be responsible, honest and efficient and able to furnish shippers the advantages of speed, convenience and proper equipment combined with complete insurance protection against the hazards of transportation.*

*The Underwriters Inspection & Adjustment Co. is the first to enter this field, and we earnestly solicit the support of both the shipper and responsible carrier of merchandise shipped by truck.*

*Requests for information as to U. I. & A. service will receive prompt and courteous attention.*

*Ship by Truck with Safety.*



**THE UNDERWRITERS INSPECTION & ADJUSTMENT CO.**

INCORPORATED

Executive Office, Hippodrome Building,

CLEVELAND, O.



## For every road and every load—the Kelly Caterpillar

There are some types of truck tires that do very well in certain sizes and in certain kinds of service, but there is only one type that is equally good *on all sizes of trucks, in every kind of service.*

The resiliency of the Kelly Caterpillar, its ability to get traction and its consistently great mileage place it absolutely in a class by itself.

Whether you use light trucks or heavy, whether your tire problem is one of getting traction under difficult conditions or merely one of finding tires that will last, there is a size of Caterpillar that will answer every demand the truck may put upon it, at a lower cost than any other type of tire you can buy.



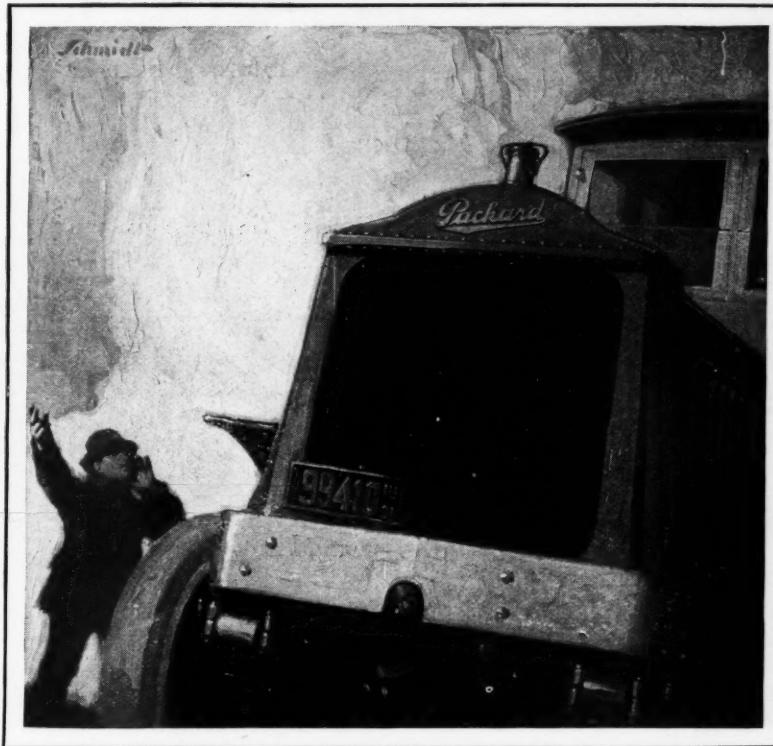
**KELLY-SPRINGFIELD TIRE CO.**

GENERAL SALES DEPARTMENT

1710 BROADWAY

NEW YORK

# PACKARD



## Packards Last Longer

When Packard Trucks are used in transfer hauling, the investment made in them is habitually justified by their records of economy and sustained earning power.

Only in other Packards can you find equal power, stamina and economy, because Packard efficiency is the result of tested design, selected materials, expert workmanship, and the Packard method of rating each truck to the work that it must do.

The Frank W. Schauler Company, of Chicago, has operated two Packards for four years on local and long distance hauling. Both trucks are still in good condition and are fully upholding Packard reputation by their lower repair cost and their longer life.

To keep all Packard Trucks at the highest possible level of working efficiency, nationwide service facilities have been established for their maintenance and care.

PACKARD MOTOR CAR COMPANY • DETROIT

*Ask the man who owns one*



# Cobbles or Columbines?

Moores & Dunford, the Chicago Warehouse Engineers, try to build warehouses better than they have ever been built before.

In order to do this they spent a good deal of time, money and energy to build up a suitable organization.

What that organization is, how it started, how it functions, and the results it has achieved, are to be the subjects of a series of twelve advertisements. They will begin next month in these pages.

Whatever opinion you may form of the organization, through the medium of these advertisements, Moores and Dunford want to know it.

No matter whether you throw cobbles or columbines, they will be satisfied.

*The Adman*

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## A Need to the Traffic Manager

THE traffic manager of one of the country's largest manufacturing distributors, whose products are known in millions of homes throughout the land, wrote a few days ago to DISTRIBUTION & WAREHOUSING as follows:

*"I consider this magazine one of the most important things I have to read, and will you not make absolutely sure that the address is correct and that the paper is marked when it comes here in such a way as it will not fail to come to me."*

Not the least important part of DISTRIBUTION & WAREHOUSING to this man and to the hundreds of others like him who are regular readers and users of the business paper of the warehouse industry is the Shippers' Index which begins on the following page and comprises the announcements of nearly three hundred and fifty progressive warehouses, forwarding, reshipping and terminal companies. The arrangement of these announcements geographically according to the location of the companies makes it easy for traffic and distribution managers and shippers of all kinds to get in touch with warehouses at points where they desire consignees or to employ distribution facilities. It is a convenience which is appreciated and turned to practical use to the advantage of both shipper and warehouseman.

*The warehouseman who advertises his ability to serve is deserving of the shipper's first consideration.*

## CONVENTION CALENDAR

June 13-16 .....	National Team & Motor Truck Owners' Association .....	Detroit
" 14 .....	Canadian Storage & Transfermen's Association .....	Calgary
" 16-17 .....	Shippers' Warehousing & Distributing Association .....	Pittsburgh
" 23-25 .....	National Association of Commercial Haulers .....	Milwaukee
" 24-26 .....	Joint Outing of New Jersey, New York and Pennsylvania Furniture Warehousemen's Associations .....	Atlantic City
" .....	Central Warehousemen's Club .....	Chicago
July .....	National Furniture Warehousemen's Association .....	Lake of Bays, Ont.
August .....	Texas Warehouse & Transfermen's Association .....	Fort Worth
December 6 .....	American Chain of Warehouses .....	(To be decided)
" 7-9 .....	American Warehousemen's Association .....	" " "
January, 1922 .....	New Jersey Furniture Warehousemen's Association .....	New York City
" .....	New York Furniture Warehousemen's Association .....	New York City
(Date not fixed) .....	Missouri Warehousemen's Association .....	St. Louis

## BIRMINGHAM, ALA.

Established 1895

## Charlie's Transfer Co., Inc.

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

## BIRMINGHAM, ALA.

HARRIS TRANSFER  
AND WAREHOUSE COMPANY

(Equipped to Handle Anything)

MODERN FIREPROOF WAREHOUSE

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

## MOBILE, ALA.

## Acme Transfer and Storage Co.

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**“Service”**Forwarding  
Storage

Household Goods

Mobile, Ala.

## NOGALES, ARIZONA

## The West Coast Warehouse Co., Inc.

Nogales, Arizona

The Key to the West Coast of Mexico

For Manufacturers, Packers, &amp;c.

Reference: First Nat'l Bank. Assets over \$50,000.00 Siding S. P.

## FORT SMITH, ARK.

## O. K. Transfer and Storage Co.

MOVING  
SHIPPING  
STORINGPool-Car  
Distributing  
a SpecialtyFort Smith,  
Ark.

## LITTLE ROCK, ARK.

WAREHOUSING  
AND FORWARDINGDistributors of Pool Cars, Parcel Post Catalogs and  
MerchandiseTERMINAL  
WAREHOUSE COMPANY

812-822 East Second Street

All track connection

## TEXARKANA, ARK.

HUNTER TRANSFER CO.  
TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

## BERKELEY, CAL.

STUDENTS  
TRANSFER & STORAGE CO.MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

EL CENTRO, CAL.  
IMPERIAL VALLEYPIONEER TRUCK and  
TRANSFER CO.

Warehouse: S. E. Cor. 3rd &amp; State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock-in Trade, SERVICE.

## FRESNO, CAL.

## Valley Van &amp; Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## LONG BEACH, CAL.

CITY  
TRANSFER  
and  
STORAGE  
CO.

Long Beach, Cal.

## HOUSEHOLD GOODS STORAGE

15,000 Square Feet Floor Space

## COMMERCIAL STORAGE

52,000 Square Feet Floor Space

Southern Pac. and Pac. Elec. R. R. Spur Tracks  
Equipped to handle anything in warehousing or  
transfer

LOS ANGELES, CAL.

**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in

**SOUTHERN CALIFORNIA and ARIZONA**  
and to**TRANS-PACIFIC PORTS**

322-324 EAST THIRD STREET

LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all business intrusted to us.

We have a seven-story reinforced concrete warehouse.

We consolidate and solicit distribution of consolidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

**Los Angeles Warehouse Co.**

W. E. BROCK, Managing Director

F. M. BROCK, Secretary

Operators of over six acres of  
floor space of our own propertyWAREHOUSES FOR STORAGE OF HOUSEHOLD  
GOODS, MERCANDISE, AUTOMOBILES**U. S. CUSTOMS BONDED WAREHOUSE**DISTRIBUTORS OF MERCANDISE AND HOUSEHOLD GOODS  
CARS UNLOADED UNDER COVER

Established 1906

Investment \$650,000.00

LOS ANGELES, CAL.

**Lowest Insurance  
Safety  
Prompt Reports**



**Moderate Rates  
Satisfactory Service  
Car Load Distribution**

We operate six merchandise warehouses in Los Angeles and one at the Port of Los Angeles; we are also constructing another "Class A" building to be completed Aug. 1st next, similar and adjacent to our No. 1 building shown in above cut. This will give us about 500,000 sq. ft. in the Wholesale Terminal, where practically all the wholesale business of the city is handled.

We attribute our phenomenal growth to our slogan, "GUARANTEED SERVICE," which we insist upon being strictly adhered to in all our undertakings.

**HOW CAN WE SERVE YOU?**

**UNION TERMINAL WAREHOUSE COMPANY**

LOS ANGELES, CAL.

## Shattuck & Nimmo

WAREHOUSE CO.

### Storage and Distribution

Of All Non-Perishable Commodities

All cars handled at our own plant. No switching charge if cars are consigned in our care.

Manufacturers and forwarders consolidating car loads for Pacific Coast distribution are assured of efficient service and prompt returns.

#### MEMBERS

Pacific Coast Furniture Warehousemen's Association, American Chain of Warehouses, National Furniture Wh'smans Ass'n. Local Rotary Club and Chamber of Commerce

OAKLAND, CAL.



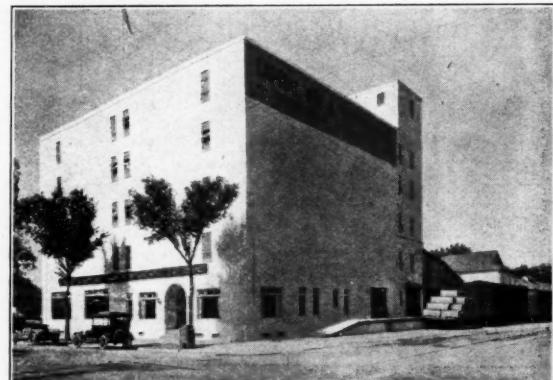
SACRAMENTO, CAL.



The Men Who Distribute  
**United Drug Products**  
 Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

The Men Who Distribute  
**Jiffy Desserts**  
 Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

SACRAMENTO, CAL.



General Merchandise, Furniture and Household Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.  
 Motor Equipment

Pool Car Distributing and Forwarding

### Capital Van and Storage Co.

Sacramento, California

*Write for Our Freight Tariff*

SAN DIEGO, CAL.



### Pioneer

is known throughout Southern California as one of the safest and most efficient storage and drayage concerns in the state. If you are seeking a 100% San Diego consignment connection—label the goods PIONEER.

**PIONEER WAREHOUSE  
 COMPANY  
 SAN DIEGO, CALIFORNIA**

## SAN DIEGO, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
941 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

## SAN FRANCISCO, CAL.



**Distribution Service  
Throughout California**

Please your customers by having our experienced and competent men handle furniture shipments with care and promptness.

**B—E—K—I—N—S  
FIREPROOF STORAGE**

San Francisco  
13th and Mission

Oakland  
22d and San Pablo

Los Angeles  
1341 Figueroa St.

## SAN FRANCISCO, CAL.

**HASLETT  
WAREHOUSE CO., THE**

228 Pine Street, San Francisco

Will handle your interests in the Far West with excellence of service that has grown from years of experience in California territory.

**Some Haslett Helps For You**

We will store or forward your merchandise. We offer also U. S. Customs and Tea Bonded Storage. Yard storage provided. Public Weighers. Warehouse receipts issued—collections made. Pool car distributing and reforwarding a specialty. Drier, cleaner and fumigator for beans, corn and other grains. Light hauling, city deliveries and general truck service. Handy location to retail districts and to freight stations. Low insurance rates. Every form of time-saving equipment. Any special service a client desires will be given personal and immediate attention. Coffee hauling, conditioning and hand picking. Track connections with all lines.

**S. M. Haslett, President P. E. Haslett, Secretary**

## SAN FRANCISCO, CAL.

**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**  
625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



The Men Who Distribute

**Jersey Cereals**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## DENVER, COL.

**THE  
KENNICOTT-PATTERSON  
TRANSFER COMPANY**

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

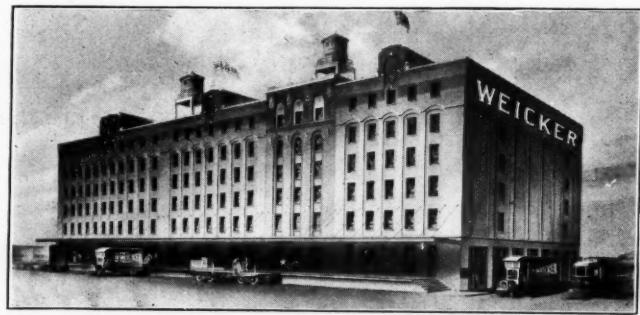
DENVER, COLO.

# When You Need SERVICE in Denver and vicinity

*we are the distribution and warehous-  
ing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.

## THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado

### HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

### GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor  
Local and Long Distance  
FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

### NEW LONDON, CONN.

### B. B. Gardner Storage Co., Inc.

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

### WATERBURY, CONN.

### The Ralph N. Blakeslee Co.

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise

Separate Apartments for Furniture

### WASHINGTON, D. C.

### SMITH TRANSFER & STORAGE CO.

OFFICE:  
1313 YOU ST., N. W.  
MODERN FIREPROOF BUILDING

MOVING  
SHIPPING  
STORING

LET US HANDLE YOUR WASHINGTON  
BUSINESS. WE WILL PLEASE YOU



MEMBERS N. F. W. A.

### WASHINGTON, D. C.

### UNITED STATES STORAGE CO.

418-420 TENTH STREET, N. W.

MEMBERS:  
N. Y. Furniture Warehousemen's  
Association  
Illinois Furniture Warehousemen's  
Association  
Southern Furniture Warehousemen's  
Association



PROMPT REMITTANCES  
Efficient and Courteous Service  
MOTOR TRUCKS  
and  
PADDED VANS  
Modern Fireproof Warehouse

The Men Who Distribute

### Chester Paper Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## JACKSONVILLE, FLA.

**DELCHER BROS. STORAGE COMPANY**  
FIREPROOF WAREHOUSE  
We Move, Pack, Store and Ship Furniture  
Consign Your Pool Cars to Us.  
Motor Equipment

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**  
EAST UNION and IONIA STREETS

55 Rental Compartments      Track Capacity 52 Cars  
Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.  
**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**  
Special attention to handling of pool cars.

## JACKSONVILLE, FLA.

**Wiesenfeld Warehouse Company**

P. O. Box 1133

General Merchandise Storage and Distributing  
References:  
Any bank, jobber or transportation man in the city

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, shipping  
and storing Household Goods.  
Private Trackage      Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.  
Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinez Streets

## PENSACOLA, FLA.

**Hallmark Transfer Co.**

**GENERAL STORAGE**

Pool Cars a Specialty. Moving, Packing, Shipping  
and Storing Household Goods  
132-134 East Chase Street, Pensacola, Fla.

## ATLANTA, GA.

**CATHCART**

**VAN & STORAGE COMPANY**

Moves, Stores, Packs, Ships  
Household Goods Exclusively  
THREE WAREHOUSES  
Office, 6-8 MADISON AVE.

## ATLANTA, GA.

**MORROW**

**Transfer & Storage Company**  
HOUSEHOLD GOODS and COMMERCIAL  
STORAGE

Distributors—R.R. Trackage—Carloads a Specialty  
Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

## ATLANTA, GA.

**SOUTHERN**

**SALES & WAREHOUSE CO.**  
FIRE PROOF CONCRETE WAREHOUSE  
MERCANDISE DISTRIBUTORS  
R. R. TRACKAGE, MOTOR SERVICE  
Located in heart of wholesale district.

173 Humphries St.

## SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning  
Distributing—Forwarding  
Prompt and Efficient Service  
Exceptional Facilities  
Custom House Brokers

Track Connections with all Railroads and  
Steamship Docks

Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President  
312-314-316 Williamson Street  
P. O. Box 985 Savannah, Ga.

## BOISE, IDAHO

**PEASLEY**

**TRANSFER & STORAGE COMPANY**  
STORAGE, TRANSFER AND FORWARDING  
NINTH AND GROVE STREETS

## AURORA, ILL.

**Thompson Transfer & Storage Co.**

"We Deliver the Goods"

Consignments of household goods handled in a way to bring you credit.  
Drayage, storage, forwarding and distribution. The only building in Aurora  
designed for purely storage purposes.

Phones: Chicago 2666 and 291

12 N. RIVER ST., AURORA, ILL.

Members: N. F. W. A. and I. F. W. A.

## CHICAGO, ILL.

**BEKINS**

**HOUSEHOLD SHIPPING COMPANY**

Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

The Men Who Distribute

**Tropical Paint**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

CHICAGO, ILL.

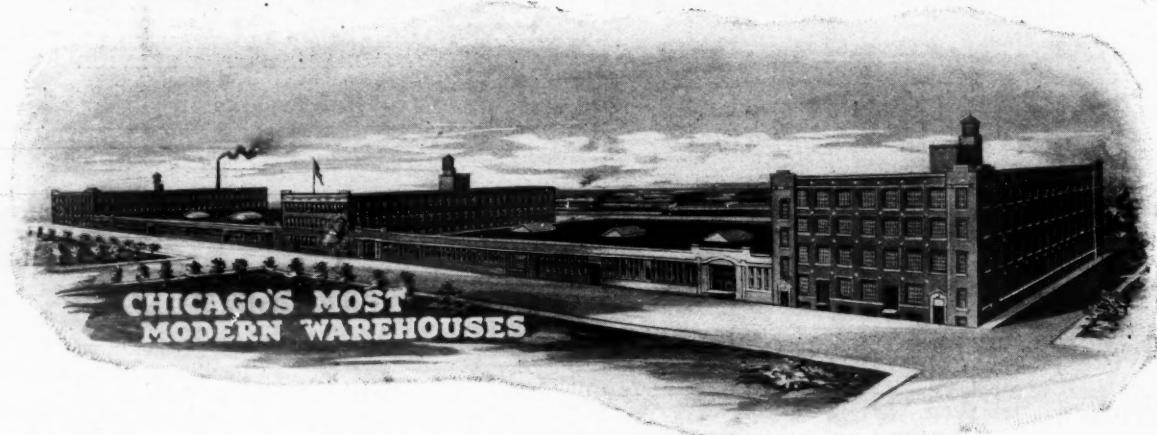
## PROMPTNESS and ACCURACY

Are the two important factors which we apply in the handling of a one package shipment or a 50 car-load consignment. It means success to our patrons and success to us.

With Modern Buildings, Insurance Rates as Low as 15c. 42-car Switch and Modern Methods. WE CAN RENDER THE BEST SERVICE.

L.C.L. Shipping Facilities to all Trunk Lines Without Cartage

Local Deliveries via Packard Trucks. Negotiable Receipts Issued.



## CROOKS TERMINAL WAREHOUSES

(Formerly CHICAGO STORAGE & TRANSFER CO.)  
WEST 65th STREET, CHICAGO IN THE CLEARING INDUSTRIAL DISTRICT

CHICAGO, ILL.

### Central Storage and Forwarding Company

Robey Street and Pershing Road  
(On the Great Chicago Junction R.R.)  
CHICAGO'S FINEST MERCHANDISE WAREHOUSES

New Modern Buildings Experienced Operatives  
Contents' Insurance Rate, 7½ Cents  
Negotiable Receipts Sixty Car Switch

#### A UNIVERSAL FREIGHT STATION

on the entire first floor of our premises guarantees the quickest and best service on outgoing shipments.

L. C. L. DISTRIBUTION  
WITHOUT CARTAGE

SPACE TO RENT

CHICAGO, ILL.

### Currier-Lee Warehouse Co.

427 West Erie St., Chicago, Ill.

#### MERCHANDISE STORAGE EXCLUSIVELY

MODERN BUILDINGS  
CONVENIENT LOCATION  
UP-TO-DATE METHODS  
ADEQUATE FACILITIES  
LOW INSURANCE RATES  
EXPERIENCED EMPLOYEES

CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

Continental Warehouse Co.  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart of the freight terminal district*

The Men Who Distribute  
Premier Brand Groceries  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute  
Pillsbury Flour  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CHICAGO, ILL.

## EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
(Established 1891)



### A Distinctive Organization

Our correspondents' interests are carefully safeguarded. Remittances of charges advanced are made immediately upon receipt of bill of lading.

The most liberal treatment of customers' complaints has built for us an enviable reputation for fairness.



Close proximity to the Belt Line Switch Tracks promotes expeditious handling of shipments from all trunk lines.

**EMPIRE STORAGE COMPANY**  
52ND ST. AND COTTAGE GROVE AVE.

MEMBER  
National Furniture Warehousemen's Assn.  
Illinois

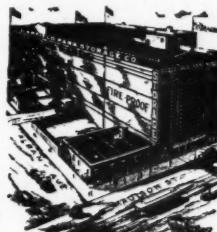
CHICAGO, ILL.

### Center of Great West Side

OUR SPECIALTY

Prompt Remittances on Collections

Fire-  
proof



Non-  
Fireproof

MOVING      PACKING      SHIPPING

### Master Service at Your Service

Consign all carload shipments for West Side care Baltimore & Ohio, Chicago Terminal Transfer Railway at Taylor Street and Kedzie Avenue.

## GARFIELD PARK STORAGE COMPANY

3111-17 W. Madison Street

MEMBERS OF ILLINOIS AND NATIONAL FURNITURE  
WAREHOUSEMEN'S ASSOCIATIONS.

CHICAGO, ILL.



## MERCHANDISE WAREHOUSING

### Pool Car Distribution

**Griswold & Walker, Inc.**

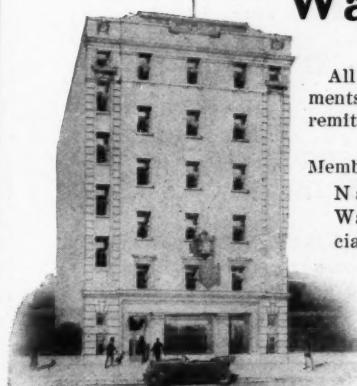
1501 So. Peoria St., Chicago, Ill.

CHICAGO, ILL.

ESTABLISHED 1874

## HEBARD

### Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture  
Warehousemen's Association, Illinois, New York and Southern  
Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.



## MIDLAND WAREHOUSE & TRANSFER CO. MERCHANTISE STORAGE and DISTRIBUTING General Offices, 43<sup>rd</sup> & Robey Sts. Chicago

WAREHOUSES  
NO. 1 43<sup>rd</sup> AND ROBEY STS.  
NO. 2 15<sup>th</sup> PL. AND WESTERN AVE.  
NO. 3 15<sup>th</sup> ST. AND WESTERN AVE.

No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments

CHICAGO, ILL.

Storage—Packing and Shipping—Motor Van Service

North Shore Fireproof Storage Co.  
4820-4822 Broadway—4821-4829 Broadway  
1330-1332 Morse Ave. (Rogers Park)  
CHICAGO

Members Illinois and National Furniture Warehousemen's Association

CHICAGO, ILL.

Very Low Insurance Rates CM&STP Ry. Track Inside Buildings

The Ontario Warehouse Co.  
Ontario & Kingsbury Streets,

FROSTPROOF  
MERCHANTISE STORAGE

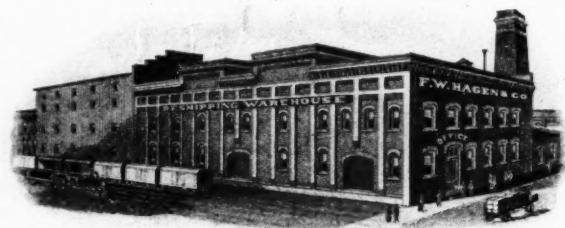
We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

The Men Who Distribute

**Mohawk Condensed Milk**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CHICAGO, ILL.



## RESHIPPING WAREHOUSES

Branch Harvey, Ill. Phone 46	Grand Crossing L. C. L. without cartage Daily Trap Cars H. P. 3109—Midway 4940	Branch So. Chicago, Ill. Phone 367
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LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRACKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS

Merchandise of All Kinds

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen & Co., 1131 East 77th St., Chicago, Ill.

P. A. HALLBERG, Manager

## CHICAGO, ILL.

Railway Terminal & Warehouse Company  
444 W. Grand Ave.

### Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates**  
Use Our Service

## CHICAGO, ILL.

### Soo Terminal Warehouse

Chicago, Illinois

Storage and Distribution of Merchandise Centrally Located

Make Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof

*"The Economical Way"*

W. G. Morgan, Manager 519 W. Roosevelt Road

## CHICAGO, ILL.

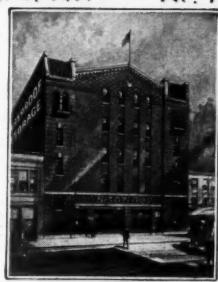
### Fireproof Storage

Moving, Packing, Shipping, Storage of Household Goods and Merchandise.

Prompt, Efficient Service.  
We Use Packard Vans.

WAREHOUSE:  
6542-46 N. Clark St.

CITY OFFICE:  
1854 N. Halsted St., Chicago, Ill.



## CHICAGO, ILL.

To insure quick delivery and lowest handling expense consign all Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal; New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal.

### TOOKER STORAGE & FORWARDING CO.

#### MERCHANDISE WAREHOUSEMEN

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office:  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## CHICAGO, ILL.

# WAKEM & McLAUGHLIN

(INCORPORATED)

CHICAGO

We Store and Distribute Merchandise Only

## CHICAGO, ILL.

Member American Warehousemen's  
Association, Illinois Association  
of Warehousemen

ROBERT L. SPENCER  
Warehouse Superintendent  
Pennsylvania System

# WESTERN WAREHOUSING CO.

## General Merchandise Warehouses

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM, CHICAGO

**WHERE WE ARE:**

At the edge of "The Loop," Chicago's downtown business center.

**WHAT WE HAVE:**

500,000 square feet of floor space.  
Track capacity, 60 cars daily. New concrete, fire-proof building. Insurance rate, 18.9c. per \$100 per annum.

**WHAT WE DO:**

Stocks carried for local and out-of-town concerns. Excellent facilities for prompt carload and L.C.L. reshipments. Negotiable receipts issued. Automobile storage and reshipment a specialty.

**WHAT WE CHARGE:**

Current Chicago rates, quoted on application.

WILSON V. LITTLE, Superintendent.



## DANVILLE, ILL.

**It Is Profitable  
to  
Break Bulk  
for Illinois & Indiana  
in Danville**

Danville is the east and west rate-breaking point of several large railroads. Carloads into Danville can be broken into LCL shipments at considerable saving in shipping costs.

We will reship your goods as carefully and expeditiously as if you were directing the work yourself.

Likewise you may take advantage of the excellent facilities we have for safeguarding spot stocks for quick delivery in Illinois and Indiana.

**Danville Transfer & Storage Co.**  
Danville Illinois

## PEORIA, ILL.

**AMERICAN WAREHOUSE &  
FORWARDING CO.**

Merchandise Distribution and Storage  
H. H. GILDERMASTER, Manager

## PEORIA, ILL.

J. ter VEEN  
Manager

RALPH D. BAYNARD  
Traffic Manager

**MERCHANTS WAREHOUSE  
COMPANY**

General Merchandise Storage and Forwarding.

## MOLINE, ILLINOIS

**Fireproof Storage**

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., and Davenport, Iowa

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave.  
Moline, Illinois

## ROCKFORD, ILL.

**Rockford  
WAREHOUSES**  
ROCKFORD IL, ILLINOIS

"The Choice of the Greatest Industries"

## FORT WAYNE, IND.

## BROWN TRUCKING COMPANY

MOVING, DISTRIBUTING, STORAGE AND  
GENERAL TRANSFER—MOTOR SERVICE

Pool Cars a Specialty

Office, 125 W. Columbia Street

## FORT WAYNE, IND.

## We'll Be Ready Early This Year

Just as soon as conditions permit, ground will be broken and building operations begun on the large modern warehouse. It will be the third of our buildings devoted to storage, warehousing and distribution of commodities.

Progress on the building and announcement of the opening will be made in this medium later.

FORT WAYNE STORAGE COMPANY  
Fort Wayne Indiana

## FORT WAYNE, IND.

Private Siding With All Railroads

## Pettit's Storage Warehouse

FIRE PROOF BUILDING

## ROOMS FOR HOUSEHOLD FURNITURE

General Merchandise Warehousing and Transferring  
Factory Distributors

The Men Who Distribute

## Lux and Rinso

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## INDIANAPOLIS, IND.

We Have the Very Best of Equipment for Handling  
Heavy Machinery, Boilers, Engines, Tanks,  
Vaults and Safes for Erecting Smoke Stacks



INVESTMENT \$200,000.00

We have just completed one of the most modern fire-proof warehouses in the country—centrally located on a privately owned railroad switch accommodating eight cars.

We are equipped to give the very best service in all kinds of moving and packing. All shipments consigned to our care will receive prompt attention and our twenty-five years' experience and reliability insures this service.

## HOGAN TRANSFER &amp; STORAGE CO.

Member  
N. F. W. A. and I. F. W. A.

Established  
1892

## INDIANAPOLIS, IND.



16 Years of Efficient  
Service

# Henry Coburn Storage & Warehouse Co.

INDIANAPOLIS

Merchandise Storage  
and  
Pool Car Distribution

Double track switch of 10 cars capacity, all within building. No exposure of goods to weather. Most centrally located warehouse as to wholesale district and depots.

Operating our own fleet of White and Packard trucks. Also teams for short hauls, heavy machinery, etc.

Reference: R. G. Dun or Bradstreet's Agencies. **FRANK F. POWELL**, President and Manager.

## INDIANAPOLIS, IND.



It's a Short Haul from Here to Anywhere in Indiana

**SHIP  
THROUGH  
TRIPP**

Member American Chain of  
Warehouses.

You can cover the whole state from the Tripp Warehouses with the smallest average shipping expense. Add that good reason to the other good reasons found in our service and security. Do you see why you should "Ship through Tripp?"

**TRIPP WAREHOUSE CO.**

INDIANAPOLIS,

INDIANA

## INDIANAPOLIS, IND.

**INDIANAPOLIS WAREHOUSE CO.**

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them. We are, in fact, ready to be **your** Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped. A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry. 18 Traction Freight Lines.

**The Indianapolis Warehouse Co., Inc.**

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## KOKOMO, INDIANA

**Tudor Warehouse Co.**

**SERVICE**

Kokomo — 513 N. Buckeye St. — Indiana

**MERCHANDISE DISTRIBUTION  
AND  
HOUSEHOLD GOODS STORAGE**

Member National Furniture Warehousemen's Ass'n

## SOUTH BEND, IND.

**WARNER WAREHOUSE COMPANY**  
**Merchandise  
Distribution and Warehousing**

Special attention given to the prompt and efficient handling of Pool Cars. Negotiable Warehouse Receipts Issued.

**518-524 S. Pine St., SOUTH BEND, INDIANA**

H. A. PRUYNE, Manager.

Members: American Warehousemen's Ass'n., Central Warehousemen's Club, American Chain of Warehouses.

## SOUTH BEND, IND.

BELL PHONE 774

**Woodworth's Storage and Transfer Line**

**FREIGHT TRANSFER AND HEAVY MACHINERY**

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Bldgs.

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

Represented by

J. P. WOODWORTH

South Bend, Ind.

HOME PHONE 1693

## TERRE HAUTE, IND.

**Store in Terre Haute**

We solicit your storage and distributing business, being located

In The  
Heart of  
Indiana's  
Jobbing  
Field



Penn. R. R.  
Big Four  
C. & E. I.  
L. & N.  
AND  
C.T.H. & S.E.  
CONNECTIONS

Terre Haute Warehouse & Storage Co., Terre Haute

## BURLINGTON, IOWA

## LOW FREIGHT RATES To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Car-loads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

**Mercer Transfer and Storage Company**  
Burlington, Iowa

## DAVENPORT, IOWA



Davenport, Iowa, is a strategic point in the distribution of commodities in its location on the Mississippi River, which is a great medium in its regulation of freight rates.

Davenport, Iowa, is a great trade center; with the several adjoining states it is in the center of a distribution district reaching twenty million people.

We help "deliver the goods" at a minimum of expense, as a branch house, your distributing agent, or in entire detail, with fireproof storage and trackage.

We have figures to prove the economy of using our organization. Send for our circular showing comparative costs. The great saving of freight car loads to Davenport and local freight rates, in Iowa, Minnesota, Nebraska, Kansas, Missouri, etc., is of vital importance. We are anxious to help traffic managers. Write today.

*Davenport, Iowa, Member American Chain of Warehouses a guarantee of service, satisfaction and lowest prices being a link of the Warehouse Chain—only strictly fireproof Warehouse in this vicinity and on trackage.*

**Ewert & Richter Express and Storage Co.**  
Davenport, Iowa

## DAVENPORT, IOWA

**Merchants Transfer & Storage Co.**  
118 HARRISON ST., DAVENPORT, IOWA

**SEVEN WAREHOUSES**

Storage, packing, moving. Free switching to any warehouse. Handle pool cars for distribution.

Members A. W. A., C. W. C., Nat. Furnit. W.  
We Do Not Belong to the American Cha'n of Warehouses.  
We are Independent.

## PARSONS, KANSAS

PHONE 78

P. O. BOX 593

NO TASK TOO GREAT—NO ITEM TOO SMALL  
SERVICE FIRST

**Parsons Transfer and Storage Co.**  
1904 BROADWAY

KANSAS

## WICHITA, KANS.

**A. F. JONES, President  
A. S. PARKS, Vice-President  
J. H. BRUGH, Sec'y and Gen'l Mgr.**



WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST

**UNITED WAREHOUSE CO.**  
General Warehousing  
Storage, Forwarding and Distributing  
ROCK ISLAND AVENUE & 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

## LOUISVILLE, KY.

**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our city

Assembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

## LOUISVILLE, KENTUCKY

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

Louisville, Kentucky

W. N. Cox, President. E. H. Bacon, Vice-President.

**The Men Who Distribute**

**Scott's Emulsion**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

**The Men Who Distribute**

**Durkee's Salad Dressing**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

LOUISVILLE, KY.

# SERVICE

**E**XCEPTIONAL personal service to all storage customers has been the keynote of our rapid growth in this section, "The Gateway to the South."

Unlimited storage facilities, private railroad sidings, center of Jobbing district, Automatic Sprinkler System, low insurance rates, makes ours an ideal storage Warehouse.

We make a specialty of Pool car distribution and reforwarding, handle all local shipments efficiently, store and distribute your merchandise quickly and economically, specializing on staple Food Products.

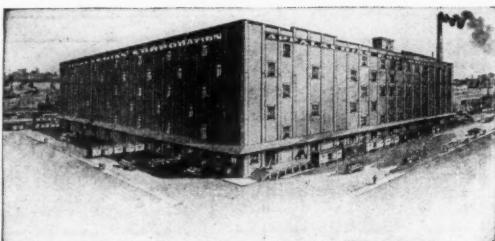
"Carry Your Spot Stocks Here" for Customers in this vicinity. Your patronage or inquiry is solicited.

**Pickrell & Craig Co., Inc.**

**FACTORS AND WAREHOUSEMEN**

NEW ORLEANS, LA.

# APPALACHIAN SERVICE



**DISTRIBUTION** Our facilities for giving our clients a Perfect Distribution Service are unequalled by any warehouse in the Southern States.

**FORWARDING** We maintain a well organized Freight Forwarding Department for both Import and Export business. We secure lowest freight rates, attend to validation of bills of lading, take out consular invoices, render customs service and deliver merchandise in proper time and condition to steamer or railroad.

FOR SERVICE ADDRESS **APPALACHIAN CORPORATION**  
INC. OF LOUISIANA

**SPECIAL**

Our Negotiable Receipts are Current in all financial centers. When desired we assist. We also arrange Marine Insurance and Advances on Carload Shipments.

LOUISVILLE, KY.

**SAFETY**

**TRANSFER & STORAGE CO., INC.**

Offices 105 S. Hancock St.

**HOUSEHOLD GOODS**

Moved, Packed, Stored, Forwarded

**AUTOMOBILE AND TRACTOR STORAGE**

Members I. F. W. A.

ALEXANDRIA, LA.

# Carnahan's Transfer & Storage

Alexandria,

La.

Merchandise and Furniture Storage Distributors and Forwarders.

**Auto Truck Service**

The Men Who Distribute

## Bowser Tanks

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

SPACE—STORAGE—DISTRIBUTION  
and FORWARDING  
To the WORLD'S COMMERCE  
Through the  
PORT OF NEW ORLEANS, U. S. A.

**STORAGE** We own the Largest Modern Public and Government Bonded Warehouse in the South. Contains 7,500,000 cubic feet, equal to more than 14 acres of surface storage facilities, caring for 3,000 carloads of material at one time. Our sidings have a capacity of 24 cars. Direct connection with all railroad and steamship lines entering New Orleans.

LOUIS B. MAGID, President

South Peters, Thalia, South Front and Erato Streets

**NEW ORLEANS, U. S. A.**

"The City of New Opportunities"

BANGOR, MAINE

**GUY P. BAILEY**

**Storage Warehouse for Household  
Goods and Merchandise**

Telephone Connection 75-85 French Street  
Bangor, Maine

BALTIMORE, MD.

Phone Gilmor 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE  
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A.

Fireproof W'h'se in rear

BALTIMORE, MD.

**Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887 GEO. D. MAGRUDER, Pres. and Gen'l Manager



800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.

**MOVING — PACKING — SHIPPING  
MOTOR EQUIPMENT**

Send us your Baltimore Consignment  
Members, N. Y. F. W. A. — I. F. W. A. — Baltimore, F. W. A.

The Men Who Distribute  
**Mellin's Food**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

BALTIMORE, MD.

Leonidas Levering, Pres.

**CENTRAL WAREHOUSE CO.  
STORAGE—TRANSFER—SHIPPING**

517-525 W. Baltimore St.

**"DISTRIBUTING AGENTS"**

Consign Your Pool-Cars Direct to Us. We Handle  
Everything

"EXPERT SERVICE" "LOW FIRE INSURANCE"

BALTIMORE, MD.

**Security Storage & Trust Company**

15 W. North Avenue

**FIREPROOF WAREHOUSES****MOTOR EQUIPMENT****EFFICIENT SERVICE****TO WAREHOUSEMEN**

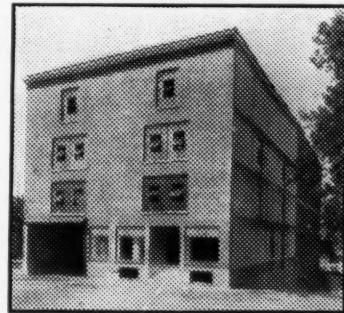
Members of

Baltimore Furniture Warehousemen's Association  
New York and Illinois Warehousemen's Associations  
National Furniture Warehousemen's Association

BATTLE CREEK, MICH.

**Household Goods  
Warehouse**Pool Car Distribution  
of Merchandise.

Sales Rooms.

MOTOR TRUCK  
SERVICEEmerson Storage &  
Sales Co.21 Locust St.,  
Battle Creek, Mich.

BAY CITY, MICH.

The

**Riverside Truck & Storage Co.****GENERAL MERCHANDISE DISTRIBUTION**

Storage of Household Goods and Merchandise.

Car Load Lots and less than Car Load Lots.

Private Railroad Track—Sidings on all railroads entering Bay City.

Office &amp; Warehouses: Cor. 2nd &amp; Adams St., Bay City, Mich.

The Men Who Distribute  
**Ginter Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

BOSTON, MASS.

ESTABLISHED 1880

**T. G. Buckley Co.****Expert Packers and  
Movers of Household Goods****BOSTON'S OLD RELIABLE FIRM****Modern Concrete Warehouse for  
Household Goods.****"Every Room a Fireproof Unit."  
Our Own Rug Cleansing Plant.**

30,000 ft. available space for merchandise storage.

We can handle your Boston Business  
Efficiently

OFFICE AND WAREHOUSE:

**690 Dudley St., Boston**

Members N. F. W. A.

BOSTON, MASS.

**Northern Avenue Stores  
and Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels**Storage of Wool, Leather and  
General Merchandise****Fort Hill Storage Warehouse**

415-429 Atlantic Avenue

76-86 Purchase Street

**General Merchandise**

George W. Blinn, Manager

BOSTON, MASS.

**Quincy Market Cold Storage and Warehouse Co.**  
**STORAGE FOR FREE AND BONDED MERCHANDISE**Special Attention  
Given to  
Distribution

Charles River Stores, 480,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Maine R. R. Deep Water Con-  
nection—Dock 500 ft. long.

Albany Terminal Stores, 143,000  
sq. ft. Fireproof construction—  
Lowest Insurance Rates. Direct  
track connection with the Boston  
& Albany R. R.

Constitution Stores, 60,000 sq.  
ft. Battery Wharf, 88,000 sq. ft.  
Wharfage and Storage. Connects  
with all railroads via Union  
Freight R. R.

**GEORGE S. LOVEJOY, Manager, General Store Department.**  
Main Office: 178 Atlantic Ave., Boston, Mass.

BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

# TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street Charlestown District, Boston



## Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
, BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

We will Lease or Build to Suit Tenants

## Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

BROCKTON, MASS.

Reinforced Concrete Construction  
Absolutely Fireproof

Private Rooms For  
Household Goods, Pianos, Etc.  
General Storage Warehouse  
Merchandise—Distribution—Negotiable Receipts  
Issued

Brockton Fireproof Storage Co.  
Telephone Connection  
43 North Montello Street, Brockton, Mass.

CAMBRIDGE, MASS.



When shipping goods by rail, consign to our care via Boston and Albany R. R., East Cambridge Station. Car Lots will be placed at our door on our own private siding.  
METROPOLITAN STORAGE WAREHOUSE CO.  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

HOLYOKE, MASS.

# HOLYOKE WAREHOUSE CO.

Park and Crescent Streets

## MODERN FIREPROOF WAREHOUSE

B. & M. R. R. Siding

We specialize in Merchandise Distribution, Pool Cars or Spot Stocks, Yard Storage, New Autos, Trucks, Farm Implements and Machinery.

**TRY OUR SERVICE**

Heavy Haulage

Truck Service

HOLYOKE, MASS.

## Sheldon Transfer & Storage Co., Inc.

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N.Y.N.H. & H. and B. & M. Sidings

NEW BEDFORD, MASS.

## NEW BEDFORD STORAGE WAREHOUSE CO.

Modern Sprinklered Warehouses, Approximately 400,000 sq. ft. Floor Space.

Low Insurance Rates

### Excellent Rail and Water Connections

N. Y., N. H. & H. R. R. and New Bedford Line, from Pier 40, North River, New York. Daily sailings.

We operate a large, modern pier and storage shed on 25-ft. channel.

### Distribution and Pool Car Shipments Solicited

SPRINGFIELD, MASS.

#### Central Storage Warehouse

Incorporated

HAVE THE BEST OF EQUIPMENT FOR HANDLING ALL KINDS  
OF SHIPMENTS

#### FIREPROOF FURNITURE STORAGE

Office: 315 Bridge Street      Warehouse: 270 Liberty Street  
Springfield, Mass., U. S. A.

BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

#### P. Van Haaren & Sons Storage Co.

#### FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

DETROIT, MICH.

## Detroit, Michigan GENERAL STORAGE AND DISTRIBUTING COMPANY

Main Offices

5680 FEDERAL AVENUE

Ship Us Your Carloads for Distribution  
Forwarding, Distributing and Reshipping Agents

CUSTOM HOUSE BROKERS

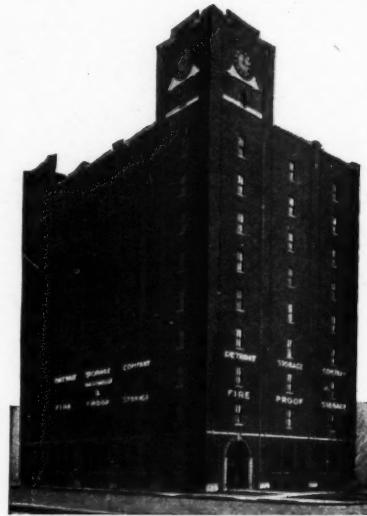
EXPERT TRAFFIC SERVICE

50 Car Track Space on M. C. R. R. and Grand Trunk  
Motor Trucks 1 to 10 Ton Capacity

DETROIT, MICH.

DETROIT'S LEADING MOVERS.

## Detroit Storage Co.



Main Office and Fireproof Warehouse  
MOVING, PACKING, SHIPPING

MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

DETROIT, MICH.

## ISBELL STORAGE CO.

MOVERS :: PACKERS :: SHIPPERS

FIREPROOF STORAGE

EAST JEFFERSON AND GLOVER AVES.

DETROIT, MICH.

DETROIT, MICH.

## S. LEONARD STORAGE CO.

MOTOR VANS

FIREPROOF AND NON-FIREPROOF WAREHOUSES  
PACKING AND SHIPPING

746 Junction Avenue

Detroit

DETROIT, MICH.

## Michigan Warehouse Co.

COMMERCIAL WAREHOUSEMEN  
AND CARLOAD DISTRIBUTORS

Leslie R. Horn, Pres. and General Mgr.

Office: 124 West Larned St., Detroit, Mich.

The Men Who Distribute

## Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DETROIT, MICH.

## READING CORPORATION

*Largest Hauling Contractors  
in Michigan*

Incorporated 1910  
Investment \$200,000.00  
200 Draft Horses  
15 Motor Trucks

Carload Distributors and Commercial Warehousemen  
Machinery Movers, Riggers and Erectors

Route your shipments over the following Railroads  
in our care:

Pere Marquette Ry. Co. Great Lakes Transit Corp.  
Wabash Railroad Pennsylvania Railroad  
Canadian Pacific Ry.

## MAIN OFFICE:

415 West Fort Street, Detroit, Mich.

## DETROIT, MICH.

*Roehl Bros.*

## STORAGE

We have every facility to handle  
your Detroit Shipment.

Address  
Office: 526 Alfred St.  
Detroit, Mich.

## DETROIT, MICH.

## Shekell Moving Van Company

Fireproof and Non-Fireproof  
Warehouses.

Merchandise Distribution  
and  
Household Goods Storage.  
24 Motor Trucks in  
Operation.

127-129 Grand River Ave. Detroit, Mich.

## DETROIT, MICH.

## THE ORIGINAL

## Turner Cartage Company

EST. 1880

GENERAL WAREHOUSEMEN  
MOVING—PACKING—SHIPPING  
MOTOR TRUCKING—TEAMING  
MACHINERY MOVERS—RIGGERS—ERECTORS

MAIN OFFICE:  
334 Lafayette Blvd.  
Main 2660  
Detroit, Mich.

WAREHOUSES:  
No. 1—334 Lafayette  
No. 2—365 Howard  
No. 3—MCRR & Beaubien St.

## DETROIT, MICH.

Established 1895

## P. F. WYNNE CARTAGE CO.

1420-1422 Second Ave.

DETROIT, MICH.

'Phone Cadillac 1714 and Cherry 1714

STORAGE and GENERAL WAREHOUSEMEN

Fireproof Warehouse

CARLOAD LOTS and LONG DISTANCE  
HAULS

Machinery Moving—Motor and Horse Equipment

U. S. Customs Bonded

## FLINT, MICH.

## ALLEN STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

MOTOR TRUCK SERVICE

STORAGE ::::: PACKING ::::: SHIPPING

Office: 615 E. Sixth Ave.

Member A. W. A. FLINT, MICH.

## GRAND RAPIDS, MICH.

LARGEST COMMERCIAL  
WAREHOUSE IN WESTERN  
MICHIGANCOLUMBIAN STORAGE &  
TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

“INSTANT SERVICE”  
MERCHANTISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.

Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.  
Free Switching

## GRAND RAPIDS, MICH.

## Elston Packing &amp; Storage Co.

Storage household goods and merchandise. Seven warehouses  
with over 200,000 sq. ft. of floor space.

Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.

GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

## Most up-to-date Warehouse in Michigan

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

### General Merchandise Storage

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse

Receipts Issued.

Pool Car Distribution.

### Furniture Manufacturers Warehouse Co.

505-511 Fulton St., West

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

## Kent Storage Company

59 to 69 Front Ave.

Grand Rapids, Mich.

Branch at Battle Creek, Mich.

General Merchandise Distribution.

300,000 Sq. Ft. Sprinkler Warehouses.

Free switching on all R.R.'s entering Grand Rapids.  
Motor Truck Equipment.

### COLD STORAGE PLANT

(Temp. Zero to 40°)

600,000 Cubic Ft. Cold Storage Space.

Member National League of Commission Merchants.  
Law Tariffs, Schedule of Rates submitted upon application.

### Michigan's Logical Distributing Point

Liberal advances.

Negotiable warehouse receipts issued.

## GRAND RAPIDS, MICH.

### Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

The Men Who Distribute

### Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## HIGHLAND PARK, MICH.

## MARVIN SPRAGUE

STORAGE and CARTAGE  
MOVING, PACKING and SHIPPING  
EXPRESSING

OFFICE AND WAREHOUSE

2170 HAMILTON BLVD.

HIGHLAND PARK, MICHIGAN

## JACKSON, MICH.

## Jackson Storage & Trucking Co.

409 to 425 Liberty St., Jackson, Mich.

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

General Distribution and Storage of Merchandise  
Railroad Sidings on all Roads Entering Jackson

## JACKSON, MICH.

## Shaw Storage & Transfer Co.

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.

MOTOR TRUCK SERVICE

AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE

## KALAMAZOO MICH.

## Kalamazoo Storage & Transfer Co.

430 N. Burdick St., Kalamazoo, Mich.

Merchandise storage and DISTRIBUTION

Household goods Storage

Michigan Central R.R. Siding

## KALAMAZOO, MICH.

## National Storage Company

KALAMAZOO, MICH.

301-311 East Water Street

MERCHANDISE DISTRIBUTION

HOUSEHOLD GOODS STORAGE

ABSOLUTELY FIREPROOF

STORAGE—PACKING—SHIPPING

Pennsylvania R. R. Siding.

Member National Furniture Warehousemen's Assn.  
American Chain of Warehousemen

## LANSING, MICH.

## FIREPROOF STORAGE & TRANSFER CO.

430-440 N. Larch St.

Central Michigan Distributing point for pool car shipments. We have the only modern fireproof warehouse in the city for storage of Household Goods, Merchandise and Automobiles. Private siding on P.M. Free connections with M.C., N.Y.C. and G.T. Railroads.

MOTOR TRUCK SERVICE

## LANSING, MICH.

**Lansing Storage Company**

Exclusive Household Goods Storage  
Moving, Packing, Shipping  
Motor Van Service for Inter-city Work  
"We know how"  
412 No. Washington Ave., Lansing, Mich.

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office N. Michigan Ave.

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

ALL RAILROADS LEAD TO BOTH OUR FIREPROOF  
AND NON-FIREPROOF WAREHOUSES  
DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE

Regular Trips Between Twin Cities

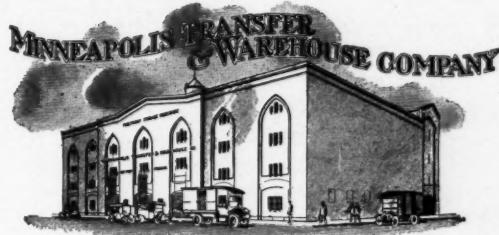
**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

## MINNEAPOLIS, MINN.

## MINNEAPOLIS, MINN.

**FIREPROOF**

Locked Private Fireproof Rooms for Storage of Household Goods. Lowest Insurance Rate in Minneapolis.

**MOVING—PACKING—SHIPPING**

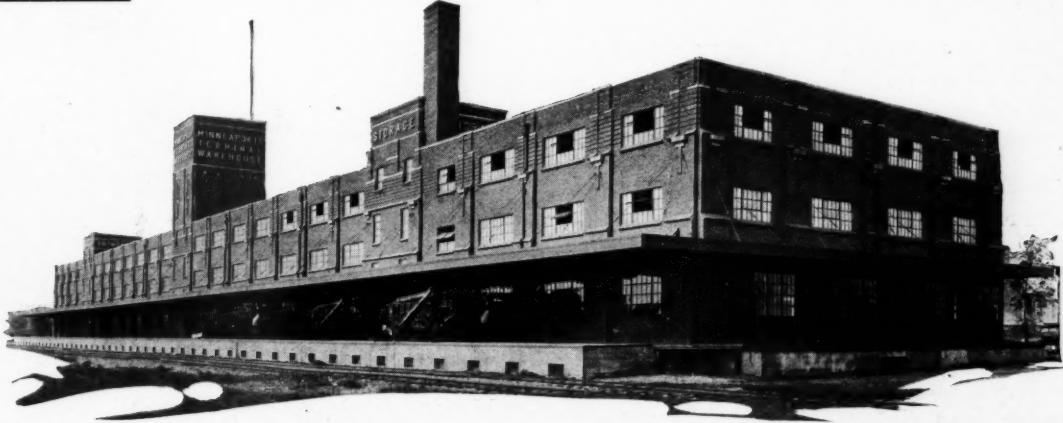
POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans.

The Men Who Distribute

**McDougall Kitchen Cabinets**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

**Pacific Coast Cones**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**Carload and L. C. L. Meet at Our Platform**

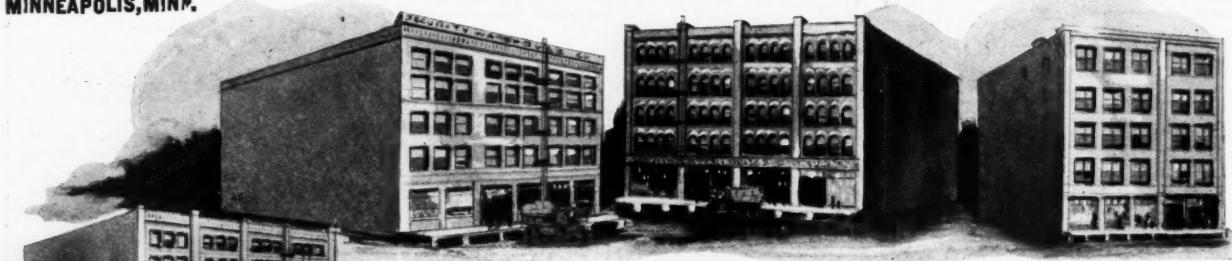
**Wise Shippers  
Merely Write  
or Wire**

"Send such-and-such to So-and-So." That's all he has to do. The designated merchandise is on the way to the customer without delay. The wisdom of turning over all details of reshipment to experts has been proved time and again by the uniformity of good results we get. Relieve yourself of the bother, worry and delays of reaching the Northwest from your factory. Reship through our warehouse.

**MINNEAPOLIS TERMINAL WAREHOUSE COMPANY***Broadway and Ward Ave.**Minneapolis, Minn.**Shipping Address:*

MINNESOTA TRANSFER, MINN.

MINNEAPOLIS, MINN.



## 14 WAREHOUSES AT YOUR SERVICE



*Service* FOR THE DISTRIBUTORS OF MERCHANDISE  
IN THE NORTHWEST

WE have a complete organization to care for your warehousing and shipping requirements, our own office handling every detail.

Each of these buildings have track connections so that they are a part of the trade channel between your factory and your customer.

**SECURITY WAREHOUSE COMPANY**

*Established 1883*

MINNEAPOLIS

MINNESOTA,



MINNEAPOLIS, MINN.

## Skellet Company

MINNEAPOLIS

1,000,000 cubic feet

Fireproof Storage  
Merchandise and Household  
Goods

We issue our own insurance, authorized by State Insurance  
Commission

Bonded to the State of Minnesota for \$50,000

ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of  
HOUSEHOLD GOODS

ST. PAUL, MINN.

### Your Patrons in this Territory Demand Quick Service

—let us help you give it to them.

We are located at the junction of nine railroads, midway between the Twin Cities—insuring complete accessibility to and from every point.

L. C. L. shipping without carting.  
Motor Trucks for local deliveries.

Forty acres of ground. Six miles of  
trackage operated by our electric locomotives.

Merchandise, Bonded and Cold  
Storage Industrial Sites

The  
**CENTRAL  
WAREHOUSE  
COMPANY**

ST. PAUL, MINN.

## Kedney Warehouse Co.

*Commercial Storage and Forwarding*

St. Paul Warehouse Minneapolis Ware-  
house, 8 to 22 Hen-  
9th and Broadway nepin Ave.

Private sidings and free switch connec-  
tions with all roads

Our own motor trucks operating in and  
between both cities.

ST. PAUL, MINN.

## St. Paul

### Terminal Warehouse Co.

Eighth, Ninth, Locust and Willius Streets  
St. Paul

Fireproof buildings of newest construction,  
equipped and organized to give warehouse serv-  
ice. Served by all railroads entering the Twin  
Cities. Merchandise exclusively.

#### DISTRIBUTION—STORAGE— SPACE RENTALS

Automatic insurance placed on receipt of  
your goods, if desired.

KANSAS CITY, MO.



Groves of Kansas City will  
Handle your shipment, large or  
small, with prompt and careful  
Efficiency—he'll please  
Your most cantankerous customer.  
Consign to GROVES, and you'll  
Find him a bear on reciprocity  
As well as good service.  
Collections immediately forwarded.  
Specializing on household goods  
And pianos. Large fireproof  
Warehouse. Make out that Bill of  
Lading to Groves Fireproof Warehouse  
Co., 31st and Highland, Kansas City.

**GROVES  
MOVES  
you right**

Do you know

that Kansas City is the  
largest distributing point in  
the world for farm tractors?



Kansas

# City, Mo.



D. A. MORR TRANSFER  
and STORAGE COMPANY

General Merchandise  
and Household Goods

SOUTHWEST  
WAREHOUSE CORPORATION

General Merchandise  
Storage

ADAMS TRANSFER  
and STORAGE COMPANY

General Merchandise  
Storage and Cartage

L. T. CRUTCHER  
WAREHOUSE COMPANY

General Merchandise  
and Implement Storage

CENTRAL  
STORAGE COMPANY

Formerly—  
CLAGETT STORAGE & TRANSFER CO  
NEWBY TRANSFER & STORAGE CO

General Merchandise  
Storage

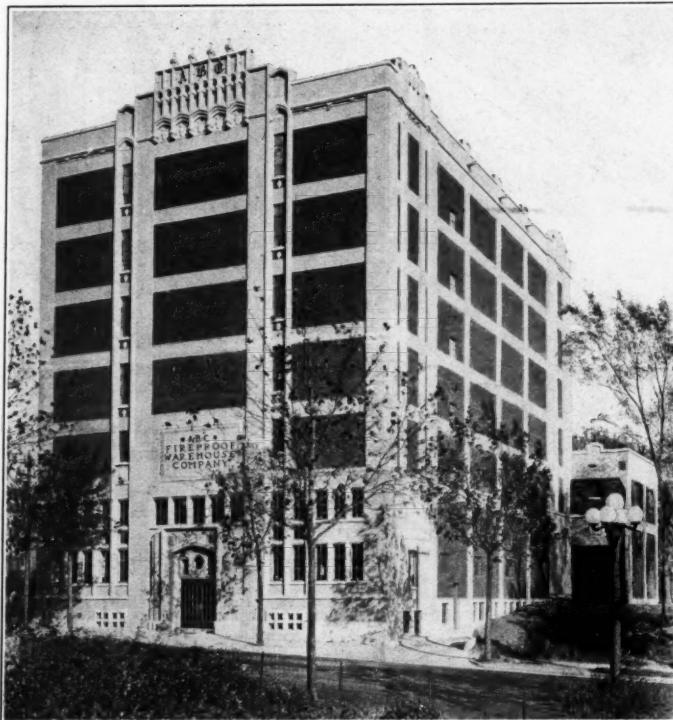
BROKER'S OFFICE and  
WAREHOUSE COMPANY

General Merchandise  
Storage

EMPIRE STORAGE  
and ICE COMPANY

Cold Storage  
and Merchandise

KANSAS CITY, MO.



OUR NEW WAREHOUSE

KANSAS CITY, MO.

Fireproof Warehouse  
Convenient to All  
Freight Depots  
Send your consign-  
ments in our care  
Members of I. F. W. A.

**L. Leritz & Son**

2616-18-20 Warwick



Ins. Rate 22c

KANSAS CITY, MO.

HOMER L. FARR, Mgr.

**The Liberty Warehouse**  
1225-7 UNION AVENUE

Located in the heart of the wholesale district, with side tracks on Union Pacific. Specialists in the handling of distribution accounts. Motor Service.

The Men Who Distribute  
**Kellogg's Toasted Corn  
Flakes**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## Your Kansas City Shipments

consigned in our care will be handled with a degree of promptness and intelligence that will safeguard your own interests and give an added confidence to your customer.

*Send Carloads to  
Track 5510 Kansas City Terminal*

## A-B-C Fireproof Warehouse Company

— 4 Fireproof Warehouses 4 —

KANSAS CITY, MO.

## KANSAS CITY, MO.

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

**Collections Made and Returned Promptly**

**38 Years in  
Business**

**Oldest Firm in  
City**

Member: National Furniture Warehousemen's Association

## PERKY BROS.

Warehouse, 2431-33 Prospect Branch Office, 217 E. 10th Street  
AUTO VAN SERVICE

THE SUBSCRIPTION PRICE OF

## Distribution & Warehousing

IS

**\$2.00 A YEAR**

(\$2.50 WEST OF THE MISSISSIPPI)

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

ST. LOUIS MO.

**A Terminal-Transfer Company with an Ability to Serve**

**ST. LOUIS**  
Most Central  
Distribution  
Point in  
United States

We are especially well equipped for the prompt handling of consolidated cars for distribution both locally and for points beyond. When consigned care Columbia Terminals Company (La Salle Street Station) you get the benefit of Daily Package Car Service from St. Louis to the West, Southwest and Southeast.

**Leased Motor Truck  
Service - By Hour, Day or  
Contract -**

Nine Freight Depots; One Mile of Platforms

More than 250,000 Square Feet of Storage  
and Warehouse Space

225 Teams and 75 Motor Trucks

**COLUMBIA  
TERMINALS CO.**

**America's Largest  
Terminal-Transfer  
Organization**

**\$2,000,000 Capital**

ST. LOUIS, MO.

**A Complete Service—**

for the handling of incoming shipments of household furniture.

—a fire-proof storage building in the center of the city.

—a fleet of motor vans.

—a corps of trained furniture handlers.

Incoming shipments consigned to the American mean satisfaction.

*Members*

American Warehousemen's Association

Central Warehousemen's Association

National Furniture Warehousemen's Association

**AMERICAN  
STORAGE & MOVING CO.**

2808-10 LAWTON AVENUE

SAINT LOUIS

## ST. LOUIS, MO.

**BEN A. LANGAN**  
FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of  
HOUSEHOLD GOODS

Our Auto Truck Service is Unexcelled

**Pick Your  
Consignee**

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

It is also worth your while  
to earn their reciprocity.

## BILLINGS, MONTANA

**Billings Warehouse & Trading Co.**  
Incorporated

204-216 North 21st Street

Branch House Service for  
National Distributors

Investigate the immense and rapidly developing territory for which Billings is the best distribution center.

## MISSOULA, MONT.

**Security Warehouse & Transfer Co.**  
(Incorporated)

Warehousing of every description: Storing, Packing, Carting, Shipping. R.R. Siding. Manufacturers' distributors. We solicit your Western Montana shipments.

The Men Who Distribute

**Bon Ami**Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## LINCOLN, NEBR.

**Globe Delivery Co.**

Merchandise and Furniture Storage

Distributors and Forwarders

5 Warehouses—Trackage

*Write us for explanation of Lincoln's advantages as a distribution center*

## LINCOLN, NEBR.



WHEN you select your distribution and warehousing facilities for this territory take advantage of the experience and good reputation of this organization.

General Merchandise Storage and Distribution  
Household Goods Storage, Moving and Shipping**STAR VAN & STORAGE COMPANY**  
LINCOLN NEBRASKA

## OMAHA, NEBR.

**Gordon Fireproof Warehouse &  
Van Co.**

Main Office: 219 NORTH 11th STREET

Six warehouses covering over one city block. 200,000 square feet of floor space. Four warehouses equipped with automatic sprinkler systems.

Warehouses served by private tracks on the C. B. &amp; Q. and the C. &amp; N. W. (joint track); and the Illinois Central. All roads absorb switching charges.

Accommodations for brokers, jobbers, automobile manufacturers and dealers.

**Household Goods Packed, Stored and  
Forwarded****MOVING—TRANSFER—FORWARDING**

MEMBER New York Furniture Warehousemen's Association.  
Illinois Furniture Warehousemen's Association.  
Central Warehousemen's Club.  
Pacific Coast Furniture Warehousemen's Association.

OMAHA, NEBR.

# FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

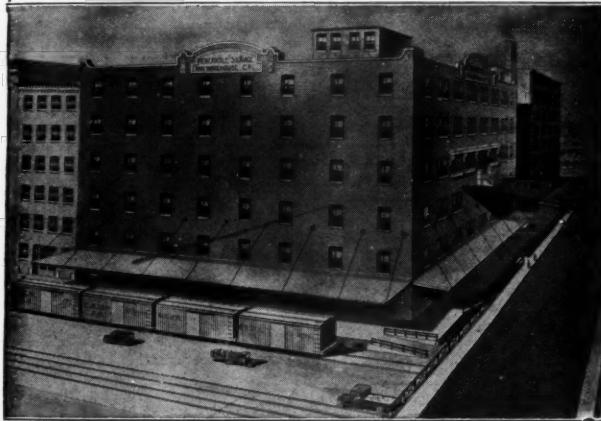
Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { National Furniture Warehousemen's Association  
Central Warehousemen's Club

OMAHA, NEBR.



NEW FIRE PROOF BUILDING

1,500,000 Cubic Feet Storage and Leasing Space, Sample Rooms, Office Space, Merchandise, Storage and Distribution Exclusively.

## Mercantile Storage & Warehouse Company

Omaha, Nebraska.

We Specialize in Merchandise Distribution

OMAHA, NEBRASKA

### "Adequate Facilities WHEREVER GOODS GO"

We have every facility for handling whatever goods may be offered us

**OMAHA FIREPROOF STORAGE CO.**  
16th and Leavenworth Sts. Omaha, Nebraska

The Men who Distribute

**"Jello"**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index.

OMAHA, NEBR.

THE

**"CITY OF OPPORTUNITY"**

Represented by the

# Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE

Members of the Central Warehousemen's Club

MANCHESTER, N. H.

## I. BONNIN & SON STORAGE WAREHOUSE AND GENERAL TRUCKING

325 ELM STREET

ATLANTIC CITY, N. J.

## ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue  
Inter-City Auto Service

Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving  
Phone 108

EAST ORANGE, N. J. Established 1887 R. T. BLAUVELT, President

## Lincoln Storage Warehouses

FIREPROOF NON FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## NEWARK, N. J.

Estab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.JOB De CAMP, INC.  
80 PARK PLACE

Transfer of Household Goods  
Freight, Heavy Haulage,  
Motor Service

Storage of Household Goods  
Mdse., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors  
Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

ESTABLISHED 1860

SHIP TO NEWARK'S LEADING  
FURNITURE and MERCHANTISE WAREHOUSE

KNICKERBOCKER STORAGE  
WAREHOUSE COMPANYJOHN MULLIGAN  
PRES.JAMES E. MULLIGAN  
SEC. & GEN. MGR.

MOVING, PACKING, DISTRIBUTING,  
SHIPPING, MOTOR EQUIPMENT

MEMBERS N. F. W. A. and N. J. F. W. A.

## NEWARK, N. J.

## LYON STORAGE CO.

97 Canal Street, Newark, N. J.

Finest cold storage equipment and ample space in  
reserve at all times for use of our clients.

Facilities for handling general merchandise are unex-  
celled in our territory.

We make a specialty of pool car distributing and re-  
forwarding.

We will forward, store or distribute your merchandise,  
anywhere. Greater New York or metropolitan Jersey  
district distribution done quickly and economically.  
Forwarding shipments for European, Latin-American  
and other foreign ports through the Port of Newark  
is service we have developed particularly well for con-  
venience of our clients.

Feel free at any time to ask any special service. Your  
patronage or inquiry is solicited for any warehousing  
or distribution service. Details on request.

## Lyon Storage Company

## NEWARK, N. J.

Phone 4370-1 Mulberry

Established 1882

## Mooney's Storage Warehouse

34-35-37 Van Buren St. 556-558 Market St.  
NEWARK, NEW JERSEY

We Store and Distribute Merchandise Only

## NEWARK, N. J.

Park Avenue Storage Company  
359-365 Park Avenue, Newark, New Jersey  
Furniture and Warehouse Storage, Reinforced Concrete  
Buildings, on D. L. & W. R. R.  
Inquiries solicited for storage and distribution.  
Member New Jersey Association

## TRENTON, N. J.

"Expert Service"

## Arcade Express &amp; Storage Co.

Harry A. Douglass, Prop.

Merchandise and Furniture Storage Warehouse

Distributors and Forwarders  
In Main Business Section of City

Motor Van Service

13-17 East State Street, Trenton, N. J.

Bill via any R. R.

## TRENTON, N. J.

Petry  
Express & Storage Co.  
(INCORPORATED)

STORAGE WAREHOUSES  
MERCANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

## ALBANY, N. Y.

SECURITY  
STORAGE & WAREHOUSE CO., INC.

Jas. G. Perkins, Custom House Broker

1 DEAN STREET

Storage, Transferring and Forwarding  
Direct Track Facilities Pool Car Distribution

## BINGHAMTON, N. Y.

## MOLLEN TRANSFER &amp; STORAGE CO.

—P. O. Box 872—  
TWO WAREHOUSES  
SIDING ON ERIE WE SPECIALIZE IN  
Merchandise Distribution—Pool Cars—also all classes Transfer Work.  
Chamber of Commerce—Illinois and New York  
Members—Furniture Warehousemen's Association.  
American Warehousemen's Association.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

JOHN B. SOUTHEE  
STORAGE WAREHOUSE AND VAN OFFICE  
MOVING AND TRUCKING OF ALL KINDS

178 STATE STREET

Office Phone 1366  
House Phone 1799

Residence,  
60 Moeller St.

BINGHAMTON, N. Y.

# BINGHAMTON N. Y.

As an Ideal Distribution Center  
Also

As an Ideal Stop-Off for Grain  
and Grain Products, Export or  
Domestic

We Specialize on Large Con-  
signments, General Merchan-  
dise Storage, Warehousing and  
Distributing

CORRESPONDENCE SOLICITED

## WESTERN NEW YORK STORAGE WAREHOUSE

BRONXVILLE, N. Y.

### Gramatan Warehouse

New, Modern and Up-to-Date Furniture Warehouse  
ABSOLUTELY FIREPROOF

When sending shipments to Bronxville, ship to the  
GRAMATAN WAREHOUSE

### Packing—Moving—Storage

R. R. Siding on N. Y. Central Railroad.

F. B. VALENTINE  
Manager

N.Y.F.W.A.  
N.F.W.A.

TELEPHONES:  
DAY—Bronxville 1456  
NIGHT—Hillcrest 5328-M  
V.O.A.

## Pick Your Consignee

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

BROOKLYN, N. Y.

*Lighterage  
Limits*      *Free and Bonded  
Warehouses*

## BOWNE-MORTON'S STORES, Inc.

GOWANUS BAY

BROOKLYN, N. Y.

Office:  
611 Smith Street

Warehousemen  
and  
Forwarders

BROOKLYN, N. Y.

### CHAMBERS EXPRESS WAREHOUSE

Let Us Be Your Greater New York Distributors.  
We Do Anything a Truck Does.

928 Coney Island Avenue      BROOKLYN, N. Y.

BROOKLYN, N. Y.

Established 1890

When Shipping Your Household  
Goods  
To or From Brooklyn  
Have It Done Right—And Right Means By  
**HARRAGAN**  
"That's Me"

Storing—Packing—Moving—Shipping  
244-246 Havemeyer Street      Brooklyn, N. Y.  
Mark Goods in Our Care, Eastern Dis-  
trict Terminal, Brooklyn  
POOL CARS DISTRIBUTED

The Men Who Distribute

### Indian Packing Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BROOKLYN, N. Y.

Cable Address, *Jenkinlis*  
Western Union



Long Distance Phones  
3100-3101-3102 Bedford

**ABSOLUTELY FIREPROOF**  
**Long Island Storage Warehouses**

Nostrand and Gates Avenues  
BRANCH WAREHOUSES

881-891 Park Avenue 781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

Try shipping this way. We know

## BROOKLYN, N. Y.

Established 1889

**Chas. D. Strang's**  
**Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care.  
Both your customers and yourself will receive  
prompt, careful and courteous attention.

Storage, Moving, Packing and  
Shipping of Household Goods.

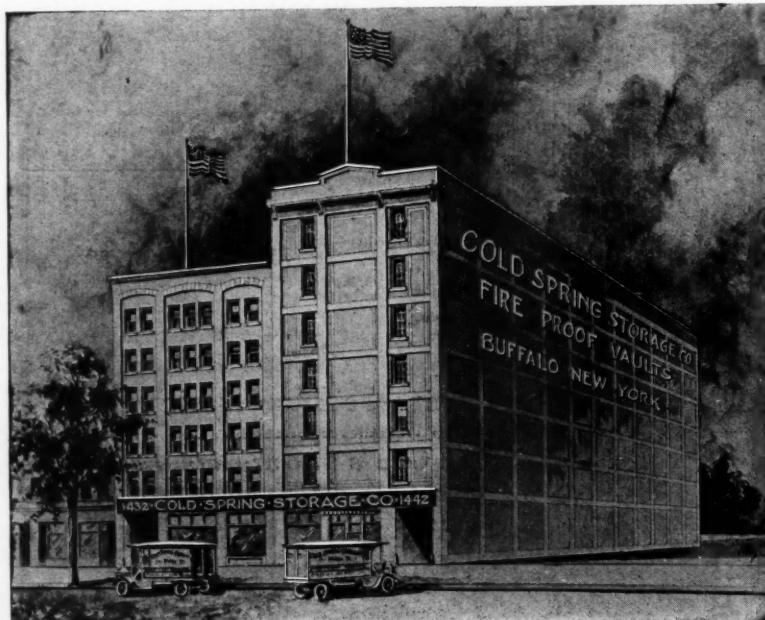
N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

## BUFFALO, N. Y.

We offer the MOST complete SERVICE in Buffalo and vicinity



After

25 Years' Efficient Service  
We have recently completed a

**SEVEN STORY**  
**"UP TO DATE"**  
**FIRE PROOF**  
**WAREHOUSE**

The best in existence to-day; the last  
say in storage warehousing up-to-the-  
minute.

NOW

With our trained corps of experienced  
and expert workmen, our five ware-  
houses, our large fleet of auto moving  
van trucks, and unequalled facilities

WE ARE AT YOUR SERVICE  
and solicit your Buffalo shipments.

**EXPERTS in storage, moving,  
packing and shipping house-  
hold goods of every description.**

Members of Buffalo Chamber of Commerce, National Furniture  
Warehousemen's Ass'n, New York Furniture Warehousemen's Ass'n.

**Cold Spring Storage Company, Inc.**

J. W. Powell, President and General Manager  
J. W. Powell, Jr., Secretary and Manager

## BUFFALO, N. Y.

## LEONARD WAREHOUSES, INC.

157-167 Georgia St. 73-93 Front Ave.

Household Goods stored, packed  
and shipped by experienced men.

BUFFALO AND DETROIT

## BUFFALO, N. Y.

## Monarch Storage &amp; Warehouse Co., Inc.

## "SERVICE"

In distribution of goods for National Merchandisers.  
286-308 Elm St., Buffalo, N. Y.

## ELMIRA, N. Y.

## WE SHIP SUDDEN

Located Main Line—D. L. & W. R. R. and  
Erie, Pa., L. V. railroads.DISTRIBUTING AND WAREHOUSING  
Best Warehouse in the Southern Tier.  
Low insurance.Reference: Second National Bank,  
Chemung Canal Trust Co.  
and many mercantile houses.

## JOSEPH BIMBERG SONS

Elmira, N. Y.

## ELMIRA, N. Y.

We Offer the Most Complete  
Service in Elmira and  
Vicinity

## Service Our Middle Name

BEST DISTRIBUTING POINT  
in Western New York and PennsylvaniaThree Warehouses, 75,000 square feet  
floor space, can accommodate 150 cars  
of merchandise.Free switching privileges, D. L. & W.,  
Erie, Penna. and L. V. Railroads.  
Switch enters building; can load and  
unload under cover.General Merchandise and Storage. Forwarding and Transferring a Specialty.  
Competent help in office and warehouse.  
We can be used as a branch house at no  
extra expense.

We do our own trucking.

ELMIRA  
STORAGE AND SALES  
COMPANY

## FLUSHING, N. Y.

## Blackham Storage &amp; Trucking Co.

INC.

We do a general storage, moving, carting and  
packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK

## GLENS FALLS, N. Y.

## H. A. STEVENS &amp; SON

Furniture and Merchandise Storage. Local  
and Long Distance Moving, Packing, Crating.

## NEW YORK, N. Y.

Main Office  
221 West BroadwayTel.  
Franklin 0406

## Adriatic Warehouse Corp.

## Storage for General Merchandise

221-223 West Broadway

5-7 White Street, New York

## NEW YORK, N. Y.

## "Every Room is an Actual Vault"

Atlas Fireproof Storage  
Warehouse Co.

157 159 West 124th Street (near Seventh Ave.)

Moving—Packing—Storing—Shipping  
A terminal of every railroad in immediate  
vicinity. Bill "Harlem Terminal." Automobiles taken in dead storage.Consign your shipment to us for proper  
attention.

N Y F W A

V O A

## NEW YORK, N. Y.

## Baltimore &amp; Ohio Stores, Inc.

S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.  
MOST CENTRAL LOCATION IN NEW YORK.  
SERVICE, PROMPT AND EFFICIENT.  
B. & O. R.R. TRACKS RUN INTO WAREHOUSES.  
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY  
PLANNED FOR HANDLING FOODSTUFFS.  
REASONABLE STORAGE RATES.Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

NEW YORK, N. Y.

# BROADWAY

## Storage Warehouse

**Absolutely Fireproof**

Centrally located, we are equipped to handle your New York consignments. Household goods stored, moved, packed and shipped.

**Broadway Storage Warehouse**  
Broadway at 130th Street

Phone 0458 Morningside

NEW YORK, N. Y.

**Established Forty Years**



Our 14th Street Store

## CAMPBELL STORES

Warehousemen and Truckmen  
Hoboken, New Jersey

Just across the river from New York City.

### THE PLACE FOR SERVICE

Members of

American Warehousemen's Association  
American Chain of Warehouses  
Port of New York Warehousemen's  
Bureau of Information, Etc.

NEW YORK, N. Y.

**THE BRONX REFRIGERATING COMPANY**  
520-536 Westchester Ave.  
New York City

With 2,000,000 cubic feet of general cold storage space, we offer the most economical service for handling of all kinds of merchandise and food products.

Location, fire-proof construction, low insurance, a 12-car switch and trucking service, all combine to make a money-saving proposition for storers of goods destined for retail or wholesale distribution.

We are in the center of the world's largest consuming population. We are now patronized by a number of the largest distributers in the country. Why not by you?

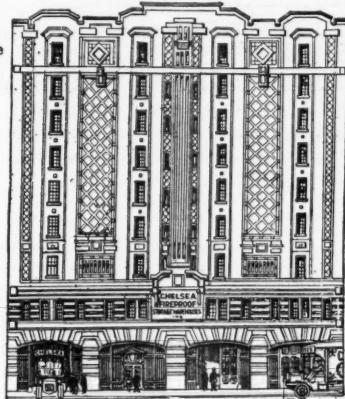


## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS**

Storage, Moving, Packing, Shipping, Express  
and General Trucking

Ship to the  
Chelsea



Equipped  
for prompt  
service.



Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

Members of  
New York Furniture Warehousemen's Association  
Illinois Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

**Give the Kind of Service That Will Bring Him Back**

Your New York clients are used to quick business methods. If their shipments are not handled in a prompt, businesslike way, they are disappointed.

***Let Us Help You Keep Them Satisfied.***

Centrally located in the World's Metropolis—having access to all steamship and railroad piers and terminals—we can distribute, forward, receive or store in the most practical, up-to-date way.

**East Coast Warehouse Co., Inc.**

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
President

C. R. DUNCAN  
Secretary-Treasurer

W. J. Carnahan  
Manager

WE ALSO HANDLE THE GRIND-  
ING OF

Shellac—Soda—Gums

(Output capacity per day—8 to 10  
tons)

Storage—of general merchandise—Tea Bonded  
Warehouse.

Cartage—A large fleet of motor trucks always at  
your service.

Sampling—We employ experienced samplers on all  
kinds of merchandise.

## NEW YORK, N. Y.

**Consult Our Traffic Dept.  
For Export and Distribution****Exporters Warehouse Co.**

General Offices

53 Jay Street, New York City

Eight centrally located stores on Manhattan Island.  
Free—Tea Bonded and General Bonded.

## NEW YORK, N. Y.

**GHIANDELL & CASALE  
TRUCKING AND WAREHOUSING**

(Bonded License No. 1309)

Main Office:  
No. 31 Perry Street  
Phone Chelsea 2960

Branch Office:  
No. 407 W. 13th Street  
Phone Chelsea 4656

## NEW YORK, N. Y.

Established 1905

**Highbridge Van Co., Inc.****STORAGE WAREHOUSE**

Consign your New York shipments to us for proper attention.  
1865 Amsterdam Ave. 165 West 165th St.

## NEW YORK, N. Y.

**HARLEM STORAGE  
WAREHOUSE CO., Inc.**

211 East 100th Street, New York City

Telephone Lenox 850-9508

Walter C. Gilbert  
Pres.Barrett C. Gilbert  
Vice-Pres.

## NEW YORK, N. Y.

**Independent Warehouses**

Incorporated

415-427 Greenwich Street, New York

Fourteen storage warehouses, *bonded* and *free*, in the Metropolitan District of New York, with more than 1,000,000 square feet of floor space—situated near the more important railway and steamship terminals.

*Special Services*—Automatic Insurance; Insured Warehouse Receipts; Inspection, Appraisal, Sale and Liquidation of merchandise.

## NEW YORK, N. Y.

**MORGAN & BROTHER**

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING      STORAGE      PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

230 - 232 - 234 - 236      WEST 47th STREET  
TELEPHONE 0052 BRYANT

Cable Address: MORGANWARE

Members:  
National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York

## NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent to Washington Heights and all counties in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

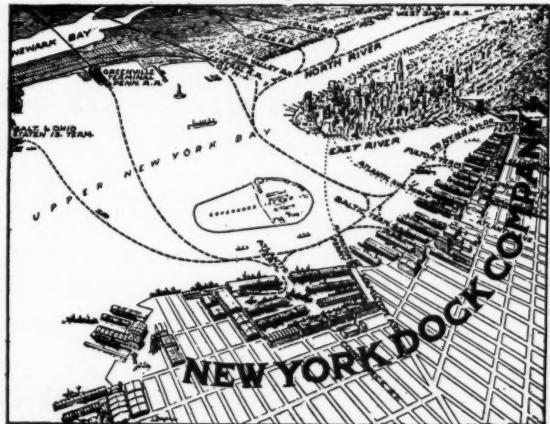
## NEW YORK, N. Y.

**Mott Haven Storage Warehouse Co.**

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service  
Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

**Largest Bonded and Free Warehouse  
and Pier System in the Western  
Hemisphere**

Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS

3 RAILROAD TERMINALS

*Buildings for lease with lightage and railroad facilities***NEW YORK DOCK COMPANY**44 Whitehall Street, New York  
Calendar showing map of New York Harbor sent on request

## NEW YORK, N. Y.

Phone Spring 8732-8733

**North River Warehouses, Inc.**

606-608-610 Washington Street, New York City

Merchandise Storage and Distribution  
Centrally Located To All RR Terminals

The Men Who Distribute

**Swedish Separators**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

NEW YORK, N. Y.

# PROGRESSIVE WAREHOUSES INC

## Free and Bonded Storage

We can handle your distribution. Direct delivery service throughout New York and vicinity.

**LOWEST INSURANCE RATES IN NEW YORK**  
407-411 Greenwich St. 533-537 West 48th St.  
166-172 Perry St. 15-17 Hubert St.

NEW YORK, N. Y.

## H. W. ST. JOHN & CO.

37 Pearl St., New York

### STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods  
Largest Distributors of Proprietary Medicines  
in New York City

Domestic and Foreign Re-shipments

#### EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

NEW YORK, N. Y.

# IF YOU

Want Pool Car Distribution Service  
Want a Distributing Warehouse  
Want a Delivery Service in Greater New York

*Consult Our Western Manager*

### DANIEL P. BOEHM, JR.

236 North Clark St., Chicago, Ill.

### SHEPARD WAREHOUSES

159 Hudson St., New York

NEW YORK, N. Y.

### The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

**Efficient Service Our Motto**  
Packing—Shipping—Crating

*Members of*  
N. Y. F. W. A., V. O. A. of Greater New York

The Men Who Distribute

### Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

NEW YORK, N. Y.

To insure quick delivery and lowest handling expense consign all New York Shipments to Tooker Storage & Forwarding Co., 28th St. Erie R. R. Terminal; Chicago Shipments to Tooker Storage & Forwarding Co., 14th St. Erie R. R. Terminal.

## TOOKER STORAGE & FORWARDING CO.

### MERCHANDISE WAREHOUSEMEN

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

NEW YORK, N. Y.

## Ship Thru the Port of New York

To avoid loss of business  
thru transportation delays.

Prompt handling of your consignment in any quantity, large or small, will be our specialty. Your distribution and freight forwarding will be trucked with teams or motors as economy in the cost of carting dictates.

Modern fireproof storage building—located convenient to all freight terminals, also within two blocks of the New York State Barge Canal Terminal.

We furnish a complete service. Let us quote on your requirements.

## Willowfield WAREHOUSES

### General Merchandise Storage

665-73 11th Ave., and 601-03 W. 48th St.  
New York City

NIAGARA FALLS, N. Y.

## WILLIAM YOUNG

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

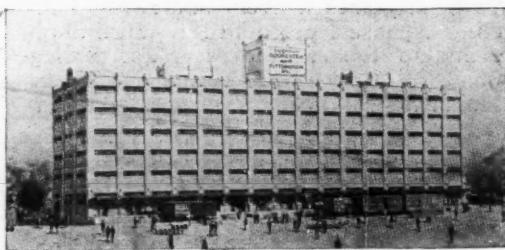
MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

The Men Who Distribute

### Eclipse Lawn Mowers

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ROCHESTER, N. Y.



## General Merchandise Storage

### DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results.*

### B. R. & P. Warehouse, Inc.

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

### Blanchard Storage Co., Inc.

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

Members New York and Illinois Furniture Warehousemen's Association

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

### MONROE WAREHOUSE CO., INC.,

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

### ROCHESTER CARTING CO.

Members New York Warehousemen's Association  
Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding  
Merchandise and Household Goods  
Two Large Storage Warehouses

162-164 ANDREWS STREET

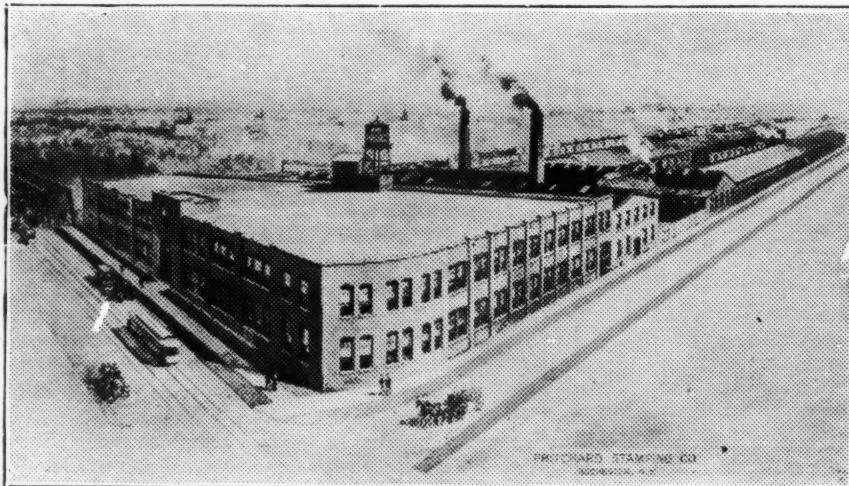
The Men Who Distribute

### Winchester Arms and Ammunition

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ROCHESTER, N. Y.

## ROCHESTER'S LARGEST WAREHOUSE



Situated on the Main Line of the New York Central Railroad.

Located at the Hub of the Commercial and Residential Districts.

Storage for  
General  
Merchandise  
and Household  
Goods

750 CARLOAD CAPACITY

Connections with All  
Railroads Entering City

Direct Switch Running  
Into Buildings

Local and Long Distance  
Hauling and Distribution

"Same Day Service"

Buildings Fully Equipped  
with Sprinkler System

### PRITCHARD STORAGE & WAREHOUSE COMPANY

East Main Street & N. Y. C. R. R.

Rochester, N. Y.

## ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses**

**Two Non-fireproof Warehouses**

**Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

Member of New York Furniture Warehousemen's Ass'n

## SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

### SCHENECTADY STORAGE & TRUCKING COMPANY

## SYRACUSE, N. Y.

### The Central City Storage & Transfer Co., Inc.

WILL FURNISH YOU

Satisfactory      Storage      Service  
                    Distribution

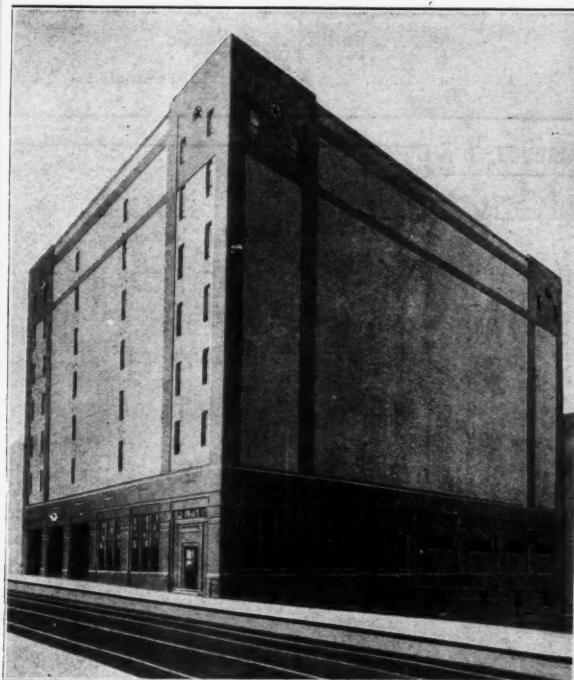
AT

SYRACUSE, N. Y.  
PLUM & WILKINSON STS.

## SYRACUSE, N. Y.

## GREAT NORTHERN WAREHOUSES, Inc.

**Syracuse, New York**



**Safeguard Your Sales with  
Prompt Deliveries by Carry-  
ing a Stock Near Your Trade.**

Our modern fireproof warehouse of 120,000 square feet of floor space is completely equipped with sprinkler system and modern handling devices.

It is situated in the business center of Syracuse and Central New York, adjacent to the D. L. & W. and N. Y. C. R. R. freight terminals, offering every advantage desired by the manufacturer for distribution of his products.

**350-360 West Fayette Street  
Syracuse                      New York**

## SYRACUSE, N. Y.

## Flagg Storage Warehouse

## TWO FIREPROOF WAREHOUSES

STORAGE OF GENERAL MERCHANTS  
and HOUSEHOLD GOODSWe are in position to render quick and efficient  
service.Centrally located to all jobbers and freight  
houses.

Correspondence Solicited.

100 Townsend St.,

Syracuse, N. Y.

## SYRACUSE, N. Y.

## King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS

## DISTRIBUTING SERVICE

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

## HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

## UTICA, N. Y.

Consign Utica Shipments  
toJONES-CLARK TRUCKING AND  
STORAGE CO., Inc.

127-135 Hotel St.

SPECIAL ATTENTION given to Merchandise Distribution and Pool Car Shipments. Storage of Merchandise, Furniture, New Autos and Machinery.

MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS

U. S. C. Bonded

Bill Via N. Y. C., D. L. &amp; W., N. Y. O. &amp; W.

## CHARLOTTE, N. C.

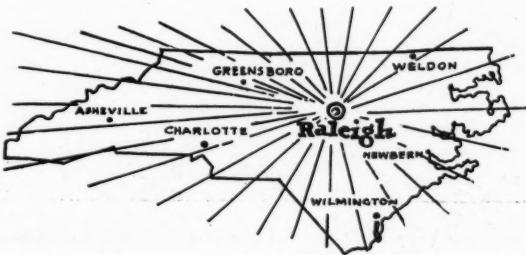
## UNION STORAGE COMPANY

General Warehousemen  
Merchandise Distributors  
Manufacturers' Agents

## CHARLOTTE, N. C.

Center of Southern Textile Field  
Population Nearly 5,000,000 in 150-Mile Radius

## RALEIGH, N. C.



RALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and reshipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

## CAROLINA

STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

## MINOT, N. D.

CONSIGN YOUR SHIPMENTS TO  
THE MINOT WAREHOUSE & STORAGE  
FACTORY DISTRIBUTORS

Household Goods and Merchandise Stored. Reinforced concrete building with brick walls and hollow tile inner walls.

PRIVATE TRACKAGE MOTOR EQUIPMENT

## MINOT, N. D.

J. B. REED  
STORAGE AND TRANSFER  
BONDED WAREHOUSE

We make a specialty of acting as agents for Eastern jobbers and manufacturers in handling re-billing and distribution of goods of all kinds shipped to Minot for use in Northwestern North Dakota and Montana. We are equipped with storage facilities.

MINOT, N. D.

The Men Who Distribute  
**Scott's Emulsion**  
Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

AKRON  
COLUMBUS } OHIO  
MANSFIELD

# The Cotter Warehouses OF OHIO

## AKRON — COLUMBUS — MANSFIELD

(8 Warehouses)

(7 Warehouses)

(5 Warehouses)

### THE UNION FIREPROOF WAREHOUSE CO.

AKRON, OHIO

OPERATING

THE UNION FIREPROOF FURNITURE WAREHOUSES

AND

THE UNION TERMINAL WAREHOUSES

Merchandise Storage and Pool Car Distribution

B. & O., Erie & Penna. R. R. Sidings

Motor Vans

Packing

### THE W. LEE COTTER WAREHOUSE CO.

COLUMBUS, OHIO

OPERATING

THE COLUMBUS TERMINAL WAREHOUSE

Fireproof and Non-Fireproof Warehouses

Merchandise Storage and Distribution

Save 35 to 50% freight by shipping in car lots.

### THE COTTER TRANSFER & STORAGE CO.

MANSFIELD, OHIO

The Trunk Line City

Fireproof and Non-Fireproof Warehouses

Furniture and Merchandise Storage Distribution

MOTOR TRUCKS

HEAVY HAULING

## AKRON, OHIO

## Akron Warehouse Company

211-215 S. Broadway

AKRON, OHIO

Two Large Warehouses  
Railroad siding at each warehouse  
Pool and Club Car Distribution

Household Goods and Merchandise  
Motor Truck Equipment

W. W. Sharp, President      M. A. Gardner, Manager

## CANTON, OHIO

## The Canton Storage Co.

318 Cherry Ave., N. E.      CANTON, OHIO

"WE DELIVER EVERYTHING."

TWO LARGE WAREHOUSES  
ABSOLUTELY FIREPROOF.MERCANDISE & HOUSEHOLD  
GOODS STORAGE.

Car load lots and less than car load lots received, checked, distributed and forwarded.

Served by all Railroads Entering Canton

## CANTON, OHIO

## The Cummings Storage Co.

Cor. 4th and Walnut St., S. E.  
CANTON, OHIOGeneral Merchandise, Distribution and  
Household Goods Storage.Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.Unsurpassed facilities for handling pool car and  
car load shipments.

Railroad Sidings  
Logical Distributor for this Section

## CINCINNATI, O.

CONSIGN TO AND STORE YOUR CARS OF

Oils — Greases — Lubricants — Inks — Colors  
— Liquid Chemicals — Varnishes — Compounds

and other commodities of this nature put up in tight cooperage,  
in our cool cement cellars. Low rates. Excellent service.

The Baltimore &amp; Ohio Warehouse, 918 W. 5th Street

## CINCINNATI, OHIO

## FRED PAGELS

Fireproof and Non-Fireproof

Business Established in 1867 and built up by  
A SERVICE THAT SATISFIESPrompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

## "STACEY FIRST"



## SERVICE

FIREPROOF AND NON-FIRE-  
PROOF WAREHOUSESMODERN MOTOR  
VAN EQUIPMENT

## RELIABILITY

Established 1891      Investment \$250,000  
Your interests carefully protected

## STACEY STORAGE CO.

2333 Gilbert Avenue

The Men Who Distribute

Climalene

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

**WALLACE TRANSFER & FORWARDING CO.**  
222 and 224 East Front Street

## CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to  
**THE ZEIGLER-SCHAEFER CO.**

2941-43 EASTERN AVE.  
SIDING ON PENNSYLVANIA LINES  
Moving Storage Packing Shipping  
Efficient and Courteous Service  
Prompt Remittances  
COMPLETE MOTOR TRUCK EQUIPMENT

## CLEVELAND, OHIO

**JOHN BECKER****FIREPROOF STORAGE**

2055 W. 41st St., Cleveland, O.

**MOVING—PACKING—SHIPPING**

West Side and Lakewood Shipments Solicited

CLEVELAND,  
LAKWOOD, OHIO

We Solicit Your

**Cleveland-Lakewood  
SHIPMENTS**

Our new modern fireproof warehouse  
just completed.

**Household Goods Only**

Motor Equipment.

**The Lakewood  
Fireproof Storage Co.**

14401 Detroit Ave.

Cleveland-Lakewood, Ohio

Member: National Furniture Warehousemen's Ass'n

## CLEVELAND, OHIO

**THE CENTRAL STORAGE WAREHOUSE CO.,**

1843 East 55th Street

CLEVELAND, OHIO

5601 Hough Ave.

MERCANDISE DISTRIBUTION—HOUSEHOLD GOODS STORAGE



One of the World's Largest Moving Vans

SERVICE IS THE THING FOR YOU AND YOUR CLEVELAND CUSTOMERS  
LET US SERVE THEM AS THEY SHOULD BE SERVED

OUR EQUIPMENT—FIREPROOF AND NON-FIREPROOF STORAGE OPERATING 40 MOTOR TRUCKS.  
OUR ORGANIZATION IS COMPLETE AND IS MORE THAN AMPLE FOR THE LARGEST AND MOST DIFFICULT PROPOSITION.

—WE CONSERVE YOUR INTERESTS—

# CLEVE

MOTOR TRUCKS GIVE BETTER SERVICE.

WE USE THE

The  
KNICKERBOCKER  
STORAGE CO.  
7724 DETROIT AVE.

The  
LINCOLN FIREPROOF  
STORAGE CO.  
5660-5704 EUCLID AVE.

The  
LAKE SHORE MOVING  
AND STORAGE CO.  
664 EAST 105TH ST.

The  
SCOTT BROS. FIRE-  
PROOF STORAGE CO.  
1838-40 EAST 55TH ST.

# LAND.O

**FIREPROOF WAREHOUSES GIVE BETTER PROTECTION. WE HAVE THEM**

The  
**NEAL FIREPROOF  
STORAGE CO.**  
7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

The  
**REDHEAD  
STORAGE CO.**  
2041 EAST 105TH ST.

HOUSEHOLD GOODS EXCLUSIVELY

The  
**EUCLID AVE. FIRE-  
PROOF STORAGE CO.**  
11605-09 EUCLID AVE.

The  
**WINDERMERE  
TRANSFER, MOVING  
AND FIREPROOF  
STORAGE CO.**  
14136 EUCLID AVE.

CLEVELAND, OHIO

# THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

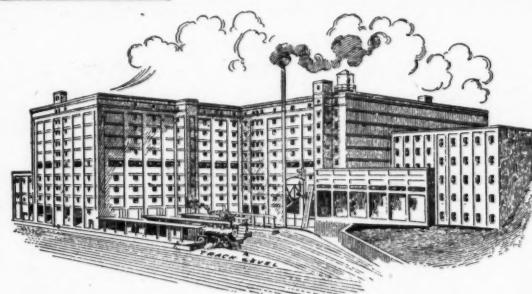
Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

**LOW INSURANCE RATES**  
Sprinkler System

3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

CLEVELAND, OHIO



3,000,000 cubic feet General Storage and  
Leasing Space.

1,250,000 cubic feet Cold Storage Space.

62 Car Capacity at one time.

*New, Fire Proof Building*

SERVICE

Is all we have to sell.

*We solicit your business*

**Ninth Street Terminal Warehouse Co.**

WM. J. HOGAN, President  
Cleveland, Ohio

CLEVELAND, OHIO

## THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets  
CLEVELAND, OHIO

### MERCANTILE STORAGE AND GENERAL TRUCKING

Low Insurance  
Sprinkler System

Private Siding on  
C. C. C. & St. L. R. R.  
Pool Cars for Distribution  
Motor Truck Service

The Men Who Distribute  
**Colgate Laundry Soap**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

CLEVELAND, OHIO

**L. WURM MOVING AND STORAGE CO.**

Cleveland, Ohio



Office:  
7903 Superior Ave.  
Rosedale 2741

Warehouse:  
1328 E. 80th St.  
Rosedale 1198

Long Distance Hauling a Specialty.

The Men Who Distribute

### Seaman Paper Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

COLUMBUS, OHIO

Safety First

### The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

#### TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO

Expert Packers Reliable Movers

Absolutely Fireproof

## The Great Western Storage Company

Storing, Crating, Forwarding, Distributing

Car Lots of Merchandise Stored for Distributing  
Local and Long Distance Hauling. Separate Sealed Rooms for Household Goods.Located on the Pennsylvania Lines  
766 to 776 West Broad Street COLUMBUS, OHIO

## COLUMBUS, OHIO

## THE

## KUTSCHBACH-MCNALLY CO.

Complete Facilities for Storing and Forwarding  
HOUSEHOLD GOODS and MERCHANTISE

Siding on Pennsylvania Tracks

Manufacturers' Distributors MOTOR Equipment  
Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

## The Merchandise Storage Company

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof"

BIG 4 TRACK IN BUILDING. Members N. Y. &amp; I. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANTISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

## THE

## Lakewood Fireproof Storage Co.

14401 Detroit Ave.

LAKEWOOD

OHIO

CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.  
SEE QUARTER PAGE AD ON PAGE 94.

## SPRINGFIELD, OHIO

## THE

## Citizens Transfer and Storage Co.

Lowry Ave. and Big Four R. R., Springfield, Ohio

STORAGE OF

Merchandise and Household Goods  
Forwarders and Distributors Motor Truck Service  
W. A. HANCE W. P. BYERMAN

MEMBER: OHIO WAREHOUSE AND TRANSPORTATION ASSOCIATION

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

## WAGNER FIREPROOF STORAGE &amp; TRUCK CO.

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
Moving—Packing—Shipping—Storing  
Household Goods and Merchandise

## TOLEDO, OHIO

## DEPENTHAL

## TRUCK &amp; STORAGE COMPANY

108 SUMMIT STREET

Member of New York, Illinois, and Southern Furniture  
Warehousemen's Associations

## TOLEDO, OHIO

## DREW DOES IT

## H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.  
Moving, packing, Crating and Shipping.

439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

## THE GENERAL FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: Illinois Furniture Warehouse Association  
American Warehouse Association

## TOLEDO, OHIO

## HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

## The H. C. Lee &amp; Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

## MANOR STORAGE CO.

516-530 Sumner Street

TOLEDO, OHIO

MERCHANTISE DISTRIBUTION

HOUSEHOLD GOODS STORAGE

## TOLEDO, OHIO

## LET RATHBUN DO IT!

## THE RATHBUN CARTAGE CO.

195-197 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS  
HOUSEHOLD GOODS AND MERCHANTISE

We have any kind of a rig up to 20 ton capacity.

## TOLEDO, OHIO

## THE TOLEDO

## MERCHANTS' DELIVERY COMPANY

215 SO. ST. CLAIR ST.

AUTO SERVICE—FIREPROOF STORAGE

Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and  
Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE

Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

## The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET

TOLEDO, OHIO

STORAGE OF MERCHANTISE

Special Attention to Pool Car Distribution

## YOUNGSTOWN, O.

The  
**FISHER-GILDER CARTAGE & STORAGE CO.**  
 Fireproof Storage, Moving, Packing and Shipping



Expert Handlers of Household Goods  
 Manufacturers' Merchandise Distributors.  
 Private Siding B. & O. R. R.

## MOTOR TRUCK SERVICE

Members: American and National Warehousemen's Association and American Chain of Warehouses

**574-576-578-580 MAHONING ST.**  
**YOUNGSTOWN, OHIO**

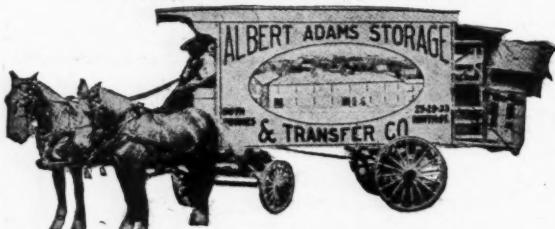
## YOUNGSTOWN, OHIO



Local and Long Distance Hauling  
 Manufacturers' Distributors Carload Distribution

## ZANESVILLE, OHIO

**ALBERT ADAMS  
 STORAGE AND TRANSFER CO.**  
 25-29-33 Ninth St.  
 Merchandise and Household Goods  
 Manufacturers' Distributors Carload Distribution  
 50,000 Square Feet of Floor Space



## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

## 2—Fireproof Warehouses

Merchandise and Household Goods  
 Stored—Pool Cars Distributed  
 Railroad Siding.

## OKLAHOMA CITY, OKLA.

Fireproof  
 Warehouses for  
 Household  
 Goods and  
 Merchandise.

Members of I.F.W.A.,  
 New York, American  
 Chain, Central, South-  
 ern, Pacific, Coast  
 Warehousemen's Asso-  
 ciation.

**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

## OKLAHOMA CITY, OKLA.

"Twenty Years Knowing How"

**Reliable Storage & Transfer Co.**

No Incorporated  
 HOUSEHOLD GOODS, PIANOS, ETC., MOVED, PACKED, STORED AND  
 SHIPPED. LARGE PADDED MOTOR VANS AND PIANO TRUCKS.

SIG GOLDSTEIN  
 Proprietor and Manager  
 1410-16 West Main Street OKLAHOMA CITY, OKLA.

## PORTLAND, OREGON

**OREGON AUTO DESPATCH**

Office and Warehouse

200 North 13th St.

**DRAYAGE AND STORAGE**

Distribution Cars a Specialty  
 Free Switching From All Railroads

## CHESTER, PA.

**Headley's  
 Express & Storage Co., Inc.**

General Storage

Merchandise and Household Goods  
 Moving, Packing and Shipping

## ERIE, PA.

**ERIE****STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
 I.F.W.A., N.Y. F.W.A.,  
 Am. Chain &  
 Rotary Club



Warehouse in the center of  
 the city, with trackage from  
 N. Y. Central Lines and  
 switching to all other lines.  
 Unexcelled facilities for han-  
 dling shipments of household  
 goods and merchandise.  
 Branch house service for  
 manufacturers.

## HARRISBURG, PA.

**Pool Cars**

Received-Checked-Distributed  
and  
Forwarded in Less Than Car Lots  
Penna. RR Harrisburg Storage Co.  
Sidings Harrisburg, Pa.

## HARRISBURG, PA.

**MONTGOMERY & CO.**

## STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding  
Direct Track Facilities Pool Car Distribution  
Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

**KEystone STORAGE COMPANY**STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## OIL CITY, PA.

**CARNAHAN**  
TRANSFER & STORAGE COMPANY  
R. C. LAY, Proprietor  
Piano Moving a Specialty  
Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

**Penn Storage & Van Co.**

2136 MARKET STREET

## PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses***Miller North Broad Storage Co.**

2709-2721 North Broad Street

## PHILADELPHIA, PA.

Distributing Agents For Manufacturers  
  
**NORTH PHILADELPHIA STORAGE CO.**  
*A storage place - clean as your home*  
 Office 203 Lehigh Ave. Philadelphia.

## PHILADELPHIA, PA.

**Philadelphia Local Express**  


1004-1026 Spring Garden Street

Manufacturing Distributors

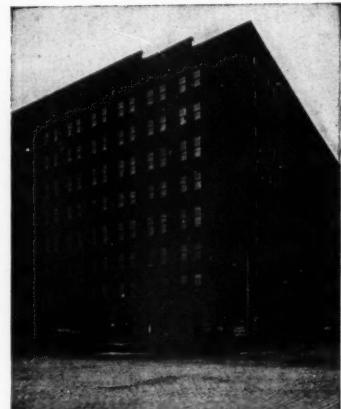
Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

PHILADELPHIA, PA.



## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA



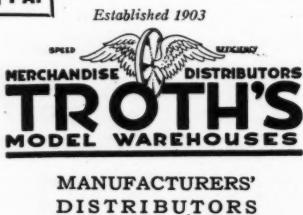
Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization. Competent Office Warehouse Staff  
Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address  
Office—5th and Byron Streets  
CAMDEN, N. J.

PHILADELPHIA, PA.

## Before Shipping to Philadelphia, Pa.

read this letter from the client of a Chicago  
warehouse who was advised to ship in care of  
the 20th Century Storage Warehouse Co. On  
Aug. 18th this is what he wrote them:

"Following your suggestion I got in touch with  
the 20th Century Warehouse and they handled the  
unloading of my four freight cars and the un-  
crating at my house in Haverford. It took them  
only two days to move all of the furniture from  
our cars to the house; their men hustled every  
minute and did their work exceptionally well."

"I thank you for recommending the 20th Century  
to me and I feel that in the future you will make  
no mistake in sending other patrons of yours to  
them."

The Men Who Distribute  
**Aluminum Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute  
**Aunt Jemima Pancake  
Flour**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**20th Century  
Storage Warehouse Co.**  
3120-30 Market Street, Philadelphia  
Opposite West Philadelphia Station

PITTSBURGH, PA.

## BLANCK'S Transfer and Storage Company

6344 PENN AVENUE  
PITTSBURGH, PA.

Fireproof Warehouse  
Separate Rooms for Storage  
of Household Goods

MOVING, PACKING  
STORAGE  
BAGGAGE AND FREIGHT  
DELIVERY

MOTOR VAN SERVICE

PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT.



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

HAUGH & KEENAN  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

PITTSBURGH, PA.

## HASLEY BROTHERS TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

PITTSBURGH, PA.

## Interstate Trucking Company

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling  
Experienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

PITTSBURGH, PA.

## MURDOCH STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkinsburg, Pa.

Murdoch Means Service

PITTSBURGH, PA.

## Pennsylvania Transfer & Storage Co.

JAMES SIMPSON, President  
EDWARD C. LITTLE, General Manager

Receiving and Warehousing of General Merchandise in Carloads or Less than Carloads.

### POOL CARS DISTRIBUTED AND RESHIPPED

Special Facilities for Handling and Storing Liquors and Barreled Goods.

Merchandise Stocks Carried and Records Kept for Out-of-Town Concerns.

Rates and Quotations Promptly Furnished.

### PENNSYLVANIA RAILROAD SIDING

Warehouse No. 1—Twenty-fifth St. and A. V. R. R.

### TRUCK DELIVERY ONLY

Warehouse No. 2—1629 Liberty St.  
General Offices: Twenty-fifth St. and A. V. R. R., Pittsburgh, Pa.

## PITTSBURGH, PA.

**J. O'NEIL EXPRESS & STORAGE.**

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.  
NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

**SHANAHAN  
Transfer & Storage Company**

Established 1865



CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## PITTSBURGH, PA.

**WEBER  
EXPRESS & STORAGE COMPANY**

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

## READING, PA.

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th &amp; Laurel Sts.

The Men Who Distribute

**Pepsi-Cola**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SCRANTON, PA.



Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributions  
R. F. POST ESTATE.

## SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best"  
(Rotary)

**The Quackenbush Warehouse Co.  
Incorporated**

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

## WILKES-BARRE, PA.

**Merchants  
Warehousing Company  
of  
Wilkes-Barre, Penna.****"WE GIVE SERVICE"**

Ask Franklin Sugar Refinery, Pillsbury, Washburn-Crosby, Procter & Gamble, Kellogg's and California Packing Corporation.

WAREHOUSING, TRANSFERRING AND  
FORWARDING

We Handle Pool Cars

Tracking facilities for 10 cars on L.V.

We are building another Fireproof Warehouse

Will have tracking facilities for 10 cars on  
C. R. R. of N. J. and L. V.*"We have a real organization."*

Write Us.

**Offices: 91-93-95 BENNETT STREET**

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

Rhode Island's Only Fireproof Warehouse

WALDEN WYMAN, Mgr.

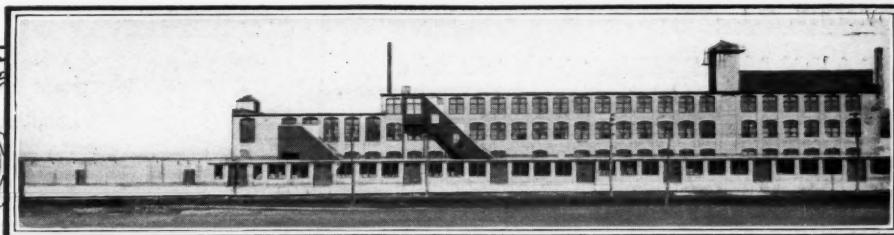
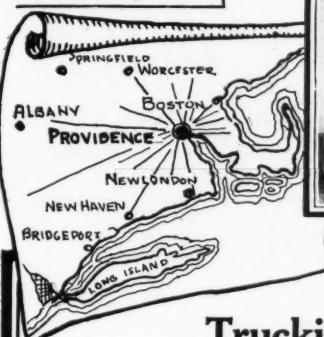
**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors

Merrill &amp; Federal Streets,

Providence, R. I.

## PROVIDENCE, R. I.



**A New Warehouse Within  
Trucking Distance of More Industries Than  
Any Other Section of the Country**

*Storage tariffs and special features furnished on request.*

New Buildings, very latest equipment throughout.  
Pool car distributing and reforwarding.  
Light and heavy hauling by motor trucks. City deliveries.  
Trackage capacity, eight cars, connecting with main line of New York, New Haven and Hartford R. R.  
Automatic Sprinkler System, Low Insurance Rate.  
Negotiable or non-negotiable warehouse receipts issued.

*Consign cars to Auburn, R. I.*

**SERVICE WAREHOUSES, Inc.**  
643 Elmwood Avenue, Providence, R. I.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S A.**

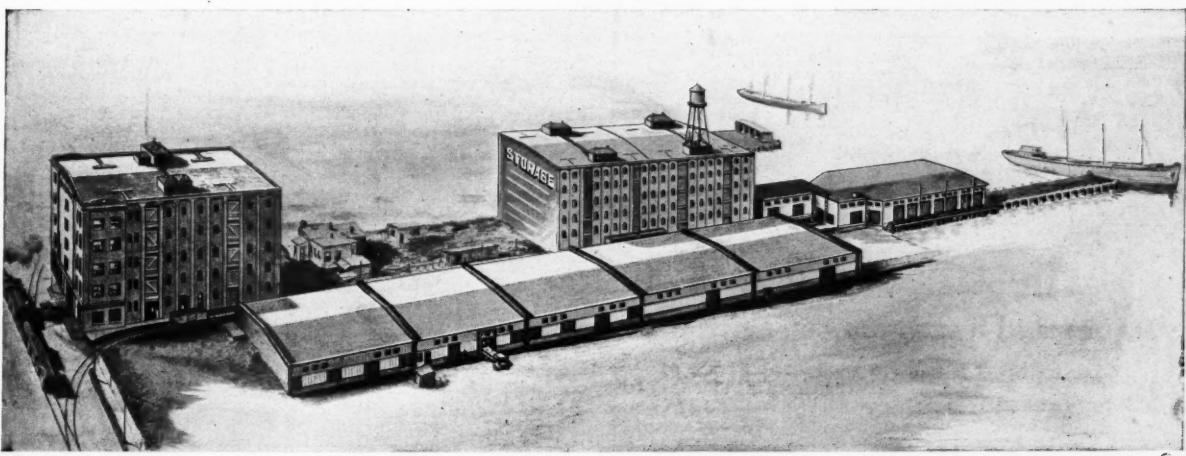
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
Treasurer & General Mgr.

WM. A. MILLSPAUGH  
Secretary

H. E. LEAVER  
Superintendent



## PROVIDENCE, R. I.

## CADY MOVING &amp; STORAGE CO.

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## WATERTOWN, S. D.

Watertown, South Dakota, is the best distribution point in the State  
Look at the map  
DAKOTA WAREHOUSE CO.  
BONDED LICENSED FIREPROOF

## CHARLESTON, S. C.

CHARLESTON  
Warehouse & Forwarding Co.  
CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

The Men Who Distribute  
Quality Brands

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

The Men Who Distribute  
Ritter Dental Supplies

Read DISTRIBUTION & WAREHOUSING and consult the Shippers' Index

## ABERDEEN, S. D.

## Aberdeen Storage Company

Aberdeen, S. D.

## Storage and Distributors

Pool Cars Solicited

## NASHVILLE, TENN.

## E. M. BOND

## FIREPROOF STORAGE CO.

## HOUSEHOLD GOODS AND MERCHANDISE

Modern Fireproof Building  
Private Siding With All Rail Connections.

## CHATTANOOGA, TENN.



## The Chattanooga Transfer &amp; Storage Company

has prepared a table showing how money can be saved by breaking-bulk at Chattanooga.

*It is a valuable money-saving piece of information for any shipper because it shows rates on all L/c Shipments from Chattanooga to points South and Southeast. Copies gladly sent upon request.*

## DALLAS, TEXAS

## Dallas Storage & Warehouse Co.

Send your Dallas shipments in our care.

We will protect your interests and satisfy your customer.

We give special attention to pool car distribution and solid car consignments.

60,000 square feet of fireproof storage space.

Motor trucks and team equipment.

Private siding for all railroad connections.

**"We Help Ourselves by Helping Others"**

## DALLAS, TEXAS

E. R. KING, PRESIDENT  
F. L. JEROME, SECRETARY

RALPH J. HAASE, VICE-PRESIDENT

R. E. THOMPSON, VICE-PRESIDENT  
CHAS. J. HAASE, TREASURER

### KING-HAASE FURNITURE CO.



MEMPHIS, TENN. 2/28/21

The Inter-State Forwarding Co.

Dallas, Texas.

Gentlemen:-

Your favor of the 28th received, enclosing distribution sheets on car MP25114, for which kindly accept our thanks.

We are enclosing distribution ticket on the No. 481 dresserobe for Home Furn. Co., and thank you for calling our attention to this matter. Our records showed this item was shipped but in some manner the shipping record, showing consignee, was misplaced, so we had to await your report before we could make the charge.

Assuring you of our appreciation of your prompt handling of our business, we remain,

Yours very truly,

KING HAASE FURNITURE CO.

CLJ  
THE INTER-STATE FORWARDING CO.  
INCORPORATED  
DALLAS, TEXAS

## DALLAS, TEXAS

## PULLIAM Transfer & Storage Co.

**FIREPROOF STORAGE**

**Household Goods Only**

**Motor Truck Service**

MEMBERS { <sup>N F W A</sup>  
<sup>T W & T A</sup>  
<sup>DALLAS C OF C</sup>

Let us handle your Dallas shipments in the right way

## EL PASO, TEXAS

### R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention. Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

## EL PASO, TEXAS Bankers of Merchandise

**Clearing House for National Distributors,  
Manufacturers, Jobbers and Brokers**

We are looking for live active accounts.

60,000 Sq. Ft. Fireproof Storage Space  
150,000 Sq. Ft. Semi-Fireproof Construction—Ample Trackage

We perform all duties connected with receiving, storing and distributing merchandise — Everything except selling.

**Make Our Warehouse Your Branch House**

Household Goods  
Unloading, Storage, Moving  
Packing, Assemblage and Shipping

### International Warehouse Co.

R. H. Oliver, Mgr.

## EL PASO, TEXAS

### WESTERN

#### TRANSFER & STORAGE COMPANY

1125-31 TEXAS STREET

ONLY FIREPROOF STORAGE IN EL PASO  
Forwarders and Distributors—Trucking of all kinds—Distribution  
Cars a specialty—Warehouse on Track

## FORT WORTH, TEX.

## In Fort Worth It's BINYON-O'KEEFE

—the foundation of the Binyon-O'Keefe service of today was laid a half century ago, preceding the coming of the railroads in West Texas.

As Fort Worth and West Texas has grown, so has our service developed. Today we have three warehouses with a total storage space of 250,000 square feet.

## FORT WORTH

Houston

Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association

## FORT WORTH, TEXAS

## Fort Worth Ware- house & Storage Co.

INCORPORATED

Merchandise Distribution, General Storage  
Manufacturers' Representative

PRIVATE SIDING WITH ALL RAIL  
CONNECTIONS

Fort Worth with its seventeen railways is the logical distributing center for Texas and the Southwest.

Absolutely Fireproof Warehouses

## GALVESTON, TEX.

## The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

TRANSFER AND FIRE-PROOF  
WAREHOUSES

Pool Car Distributors

Forwarders

## HOUSTON, TEX.

## A B C Storage & Moving Co.

Distribution and Forwarding

FIREPROOF WAREHOUSE CENTRALLY LOCATED  
R. R. siding on Southern Pacific Line with free  
switching from all lines.

## HOUSTON, TEX.

## Branch House Service

Before selecting warehousing and distributing facilities for the Southwest investigate the service offered by the Binyon-O'Keefe organization.

Let us show you how you can take advantage of the low water rates from the East direct to the Port of Houston, distributing L C L over the 18 railroads radiating from Houston.

*Do you know that 1,250,000  
people live within a radius of  
150 miles from Houston?*

Write us for specific traffic information about your own product.

## Binyon-O'Keefe Fireproof Storage Co.

HOUSTON

FT. WORTH

GALVESTON

The Men Who Distribute

## "None Such" Mince Meat

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.

The Men Who Distribute

## Bixby's Blacking

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## HOUSTON, TEXAS



Your Houston shipments consigned to us will have our prompt and personal attention.

*Make Us Your Houston Agents.*

**WESTHEIMER WAREHOUSE COMPANY, INC.  
WESTHEIMER TRANSFER COMPANY, INC.**

S. J. Westheimer, President

B. S. Hurwitz, Vice-Pres. J. L. Aronson, Secy.-Treas.

*Twenty-one Car Lengths of Trackage with  
Free Switching from All Lines*

## McALLEN, TEXAS

**Valley Storage Company**

Storers and Distributors of  
Merchandise in Rio Grande Valley

Crating and Shipping

*We Solicit Your Patronage*

McAllen, Texas

## SAN ANTONIO, TEXAS

FREIGHT

Established 1880

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

The Men Who Distribute

**Vacuum Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SAN ANTONIO, TEXAS



**Two Large Fireproof Warehouses**

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

**GENERAL WAREHOUSING AND DISTRIBUTION**

*Write for freight tariff to all  
points in San Antonio territory.*

**SCOBEE FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## TEXARKANA, TEX.

**HUNTER TRANSFER CO.  
TEXARKANA, TEXAS**

STORAGE  
DISTRIBUTORS

TRUCKING  
MOVING

## WACO, TEXAS

**MASON  
TRANSFER & STORAGE COMPANY**  
217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Trucking  
of all kinds. Warehouse on track. 7 Denby Trucks

## WACO, TEXAS

**Weathered Transfer and Storage Co., Inc.**

Modern Warehouse Facilities—Trackage on all roads

100,000 SQUARE FEET STORAGE SPACE

We do pool car distributing, moving, packing, shipping,  
storage, long distance hauling by trucks.

The Men Who Distribute

**United Drug Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SALT LAKE CITY, UTAH

Members { American Warehousemen's Association  
Central Warehousemen's Club**Jennings-Cornwall**  
Warehouse Company

Merchandise storage and distribution. Track connections and free switching with all railroads. Modern fireproof building. Insurance rate only 18 cents. Motor delivery service.

Our long experience in the storage and distribution of manufactured articles, together with our modern building and equipment, fits us to give you the very best service in the handling of your account. Correspondence solicited.

PETERSBURG, VA.  
HOPEWELL, VA.

Distributing and Forwarding

**POOL CARS**

Furniture stored and crated

SOUTHERN BONDED WAREHOUSE CORP.

## ABERDEEN, WASH.

**A. A. STAR TRANSFER CO.**401-403 SOUTH F STREET  
ABERDEEN WASHINGTONWE DO EVERYTHING IN THE  
LINE OF MOVING

Our Hobby	Equipped to Handle	Distributors of
CRATING	SAFES	FREIGHT
PACKING	PIANOS	H.H. GOODS
STORAGE	MACHINERY	BAGGAGE

Consign Your Shipments to Us for Proper Attention

## SEATTLE, WASH.

**TAYLOR EDWARDS**

TRANSFER CO.

SEATTLE

WASH.

**Merchandise Distributors**DISTRIBUTION CARS.  
Delivered, Forwarded or  
Stored.

RAILROAD CONNECTIONS.

ESTABLISHED 1905

FIREPROOF STORAGE

POOL CARS.  
Furniture Packed, Shipped  
or Stored.  
ASSOCIATION MEMBERS.

LOW INSURANCE

## SEATTLE, WASH.

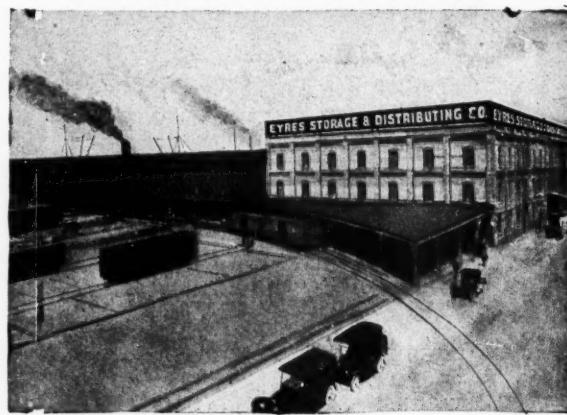
**United Warehouse Company**

SEATTLE, WASH.

Established 1895

GENERAL STORAGE AND DISTRIBUTING

## SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889

Incorporated 1904

Free &amp; Bonded

**Warehouses**

Seattle, Wash.



GENERAL MERCHANTS STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## TACOMA, WASH.

**PACIFIC STORAGE and  
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture

SEND YOUR POOL CARS IN OUR CARE

Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS

BROADWAY AND 17th STREET



## YAKIMA, WASH.

## MILLER &amp; LENINGTON

## CONTRACTORS

## DISTRIBUTORS and FORWARDERS

TRANSFER-STORAGE  
WAREHOUSING

Bonded Public Warehouse  
State No. 813

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

SHIP IN OUR CARE  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

## Automobile and Truck Storage

## YAKIMA, WASH.

J. J. CRAWFORD, PRES.

E. NORTON, SEC.

YAKIMA TRANSFER &  
STORAGE CO.

Office and general storage warehouse No. 25 North Front  
directly opposite Northern Pacific passenger station.

22,000 square feet of compartment storage for household  
goods, pianos etc.

Track warehouse No. 11 South First Ave, 30,000 square  
feet of floor space devoted exclusively to the storage of mer-  
chandise. Every facility for clean, economical, storage and  
handling of commercial accounts.

Auto trucks and teams.

## CHARLESTON, WEST VA.

## Mathews Storage &amp; Transfer Co.

Warehousing—Distributing—Forwarding—Transfer  
Merchandise—Automobiles—Household Goods  
Brick and Concrete Warehouses—Private Ry. Siding.

Members: ..... American Warehousemen's Ass'n  
Motor Truck and Team Service. American Chain Warehouses

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA

FIREPROOF STORAGE

Packers and Shippers of Household Goods

We Reach All Suburban Points

51-71 VICTORIA STREET

WISCONSIN

KENOSHA, WIS.

## MADISON, WIS.

## H. F. SHARRATT

30,000 sq. ft. Fireproof Storage  
New Building

30,000 sq. ft. Non-fireproof Storage  
Household Goods—Merchandise—Automobiles—Separate Locked Rooms—  
Separate Piano, Rug and Trunk Rooms—Negotiable Receipts—Local  
and Long Distance Moving—Packing—Shipping—Heavy Hauling—  
Distributing

## MADISON, WIS.



1895

## The Union Transfer and Storage Co.

Merchandise and Household Goods

90,000 Square Feet Fireproof Storage  
Direct Switch on Three Roads

## MILWAUKEE, WIS.

# Hansen Storage Company

Capital Stock \$1,000,000.00

## MILWAUKEE, WIS.

We Can Solve Your Problems in Storage  
and Forwarding

General Storage—Automobile Trucking  
Forwarding—Distributing

## 50 Car Sidetrack

Member American Chain of Warehouses

## MILWAUKEE, WIS.

## Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

## United Fire Proof Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

The newest  
and best in  
Milwaukee.

OSHKOSH, WIS.

## OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.  
Free switching privileges on all railroads entering Oshkosh.  
General merchandise and furniture storage.  
Forwarding and transferring a specialty.  
Competent help in office and warehouse.  
We can be used as a branch house at no extra expense.

We are at your service.

REFERENCES:

*The Old Commercial National Bank, Oshkosh Savings & Trust Co.,  
or any Mercantile House.*

RACINE, WIS.

### When You Need Warehouse Service

in

## RACINE, WISCONSIN

*Call on us*

Racine Transfer & Storage Co.

CASPER, WYOMING

## NATRONA TRANSFER STORAGE AND FUEL CO.

SPECIAL ATTENTION given to Merchandise distribution and  
pool car shipments.  
SPECIAL FACILITIES for moving heavy machinery and safes.

CASPER, WYOMING

## Pioneer Warehouse & Transfer Co.

Merchandise Storage & Distribution

Two blocks from the business  
center on our own switch.

136 West "B" Street

TORONTO, CAN.



## Send Canadian Consignments to Howell, Toronto

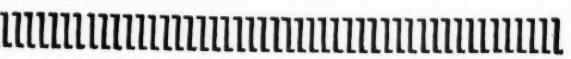
the most central shipping  
point for all Canada.

A Toronto Stock  
in Howell's  
means quick  
deliveries

## The HOWELL WAREHOUSES Limited.

*General Mercantile Distributors*

311 King st East. TORONTO. Phone Main 7580



## A DIRECTORY OF WAREHOUSES

Published by

DISTRIBUTION & WAREHOUSING

## 1921 Edition

Listing in convenient form for ready reference  
the warehouses in the United States. Giving  
information regarding facilities and railroad  
connections and other data invaluable to all  
those who use warehouses as consignees or for  
distribution.

SENT, POSTAGE PAID, FOR

**\$1.00**

WRITE TODAY AND GET YOUR COPY

Distribution & Warehousing  
239 West 39th St. New York City

# Are you willing to face the facts on city trucking costs?

No business has shown greater progressiveness in seeking delivery efficiency than the distribution and warehousing field. It was perfectly natural for you in putting service before everything else to lead the way in securing efficient delivery vehicles in spite of cost.

You were among the first to replace horses and wagons with trucks and you soon found that gasoline trucks on long routes not only saved you money over horses and wagons, but enabled you to secure business that otherwise would have gone in many cases by express or freight.

But the time has come to take a new look at your delivery costs.

The time has come to realize that there is a vast difference between the operating and maintenance cost of gasoline trucks on city hauling and long-distance hauling.

On the long-distance hauling you cannot help yourself; there is nothing else cheaper and better than the gasoline truck; so you've got to pay the price.

But on city hauling—on trips of 5 and 10 miles or even 30 to 40 miles—there is a much more economical way: namely, the Ward Electric way. If you will divide your cost records according to routes or length of haul, you will find that the electric truck in comparison with the gasoline truck or horse-and-wagon will save you from 20% to 35%—and in some cases as high as 50% on city routes.

On these routes the supposed speed of the gasoline truck is a fallacy. Your truck is standing still so much of the time that attention should be turned not to how fast it can run, but to how cheaply it can run, and how long it will last.

Ward Electric Trucks are built to operate at a controlled speed—the most efficient speed for economy. They are built to last 10 years as compared with the average life of 5 years for horses and gasoline trucks doing equal work. Ward Electrics are so simple that they require practically no attention. You can teach a man to drive

one in half an hour and he does not have to be a mechanic.

If you are operating horses and wagons on city routes, the Ward Electric will enable you to greatly cut down your stable space, will enable you to get through difficult traffic quicker and turn around better in crowded streets; back up to loading platforms better and get away quicker.

Whereas a horse eats whether he works or not, the Ward Electric needs attention only when it is working.

Compared with gasoline trucks, Ward Trucks can go in places where gasoline trucks are not allowed, can manoeuvre much quicker, cost less to operate. There is no engine to be left running while the driver is making deliveries.

We make this clean-cut statement: If you will look at your routes or trips individually, you will find that on the majority of your city routes you can make such a

substantial reduction by the use of electric trucks that you could not afford to operate horses and wagons or gas trucks if you could get them for nothing.

If you will attach this coupon to your letterhead or card, we will endeavor to submit definite information applying to your routes that will prove the case, and if we prove this case to you we are going to make more money for you than we can possibly make ourselves. So put it up to us.

**Ward Motor Vehicle Co., Mt. Vernon, N. Y.**  
6 Sizes: 750 to 10,000 lbs.

## COUPON

Ward Motor Vehicle Co., Mt. Vernon, N. Y.

You may send us your facts on delivery economies.

Name.....

Address.....

No. of City Routes.....(D-W-5-21)

# Ward Electrics

BUILD BUSINESS

The  
**Warehouse Equipment  
Number**  
of  
**DISTRIBUTION & WAREHOUSING**  
The Business Paper of the Warehouse Industry  
Will Be Published  
**July 1st, 1921**

It will treat exhaustively on the fundamental advantages of time and labor saving equipment, and scientific plant-layout—of efficiency in warehouse operation and management.

It will tell how progressive warehousemen are using labor-saving equipment with profit to themselves and better service for their clients. It will deal with all forms of equipment which merchandise or household goods warehousemen employ, including a discussion of the economical use of motor trucks in the warehouse field.

It will offer to manufacturers of any and all forms of warehouse equipment or products or materials used by warehousemen, freight forwarders and terminal companies an exceptionally favorable opportunity to reach their buyers with a direct, special and psychologically well timed appeal.

That DISTRIBUTION & WAREHOUSING covers the warehouse field with a thoroughness that is most uncommon is evidenced by the fact that of the combined membership of the American Warehousemen's Association and the Central Warehousemen's Club 75 per cent are subscribers and regular readers.

The field covered by DISTRIBUTION & WAREHOUSING has the purchasing power of an industry with a capital investment of more than a billion dollars.

*For advertising rates and space reservations write to*

**Distribution & Warehousing**

239 West 39th St.  
New York City

Mallers Building  
Chicago

317 Fort St., W.  
Detroit

## Mr. Albert Fisher's Story About Standard Trucks

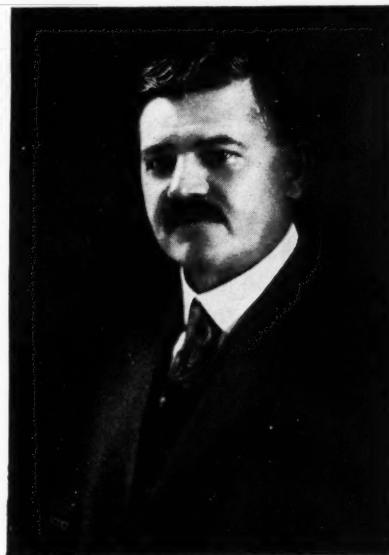
WHEN I started, nearly a decade ago, to develop the Standard Truck, it was on the conviction born from my twenty-five years of constructive experience in building commercial vehicles for heavy-duty hauling. This long experience in the horse-drawn vehicle business had convinced me that a motor truck built wholly of quality standard parts, properly designed and carefully put together, was the coming vehicle for highway transportation.

I then set out to get the design right. The benefits of my commercial vehicle experience I utilized to the fullest possible advantage in the design. Then, I had a number of practical automotive engineers, today prominent in the industry, carefully go over my design and assist me in correcting the faults.

Having settled the problem of the design, the next important factor was the selection of parts to go into that design. In the horse-drawn vehicle business I had always been in the habit of buying only the highest grade of materials procurable. I decided to continue this policy in selecting the units that went into the make-up of Standard Motor Trucks.

For example, I had used Timken axles and bearings in the horse-drawn vehicle that I built. Long experience had demonstrated their quality. So in all Standard Motor Trucks the front and rear axles and bearings are and have always been Timken.

After an investigation of the various makes of engines on the market, considering both efficiency and ease of securing service, I selected the inter-



MR. ALBERT FISHER

nationally known Continental. And, for a carburetor, I wanted something efficacious and still extremely simple. A long search lead me to adopt the Stromberg. After an examination of transmissions and clutches, I was satisfied that the dependable Brown-Lipe make headed the list. For a universal joint I choose the well-known Spicer. The time-tried Eisemann magneto had appealed to me from the outset, and it has always been embodied in

Standard Truck construction.

In workmanship, I exacted the identical high standards that I had taught and practiced in the horse-drawn vehicle business. I demanded that each part be carefully and properly fitted. I always insisted that quality instead of quantity be the guiding ideal among the men in the plant.

And having, in addition to complete mechanical equipment, blacksmithing, woodworking, trimming, and painting departments, it is possible for our organization to give more attention to the details of building trucks. It is commonplace to see frequently Standard Trucks that were sold six years ago with the paint still in good condition.

In this message I have tried to give what are, I believe, the frank reasons why thousands of owners of Standard Motor Trucks have found their trucks so serviceable and long lived that they are universal in their declaration that the Standard is "all the name implies."

A handwritten signature in cursive script, appearing to read "Albert Fisher".

President, Standard Motor Truck Co.,  
Detroit, Mich.

## Give Your Patrons the Protection They Demand

Scratched and bruised furniture often results because proper Furniture Loading Pads, capable of withstanding the impact, have not been used to guard against the inevitable bumping or chafing between two heavy pieces.

### What happens?

Perhaps the aggravated client asks damages. Perhaps he won't give you any more of his business. In any event your reputation suffers.

Moving Men have found that New Haven Quilts and Pads positively prevent this costly nuisance. Covered with the strongest 7-oz. Duck with a smooth polishing surface, filled

with a thick layer of new white felt, strongly and thoroughly quilted, the New Haven Furniture Loading Pads positively eliminates filling from shifting.

**You simply can't outwear them.**

This high quality is maintained throughout the entire New Haven line of Van Liner Pads, Head and Foot Board Bed Pads, Padded Talking Machine Covers, Khaki Mattress Covers, etc. Form-fit Covers made to order for all furniture.

Our prices are well worth investigating before buying material of this character. Samples will gladly be submitted.

#### Finished Sizes (Guaranteed):

36" x 72" @ \$18.00 per dozen  
54" x 72" @ 24.50 per dozen

72" x 72" @ \$32.00 per dozen  
F.O.B. New Haven, Conn.



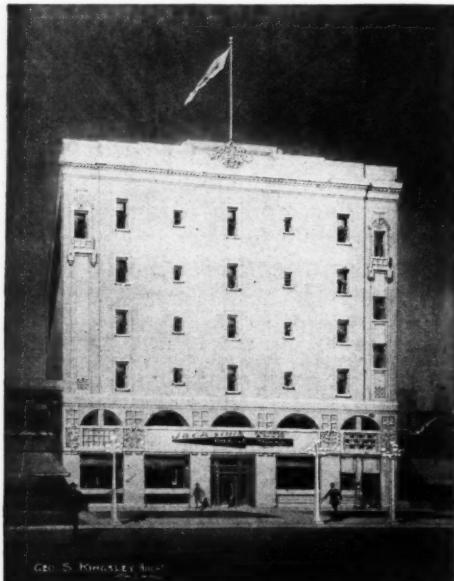
## New Haven Quilt & Pad Co.

Factory and Mill:  
161 Day St.

Office and Salesrooms:  
191 George St.

New Haven, Conn.

*America's Largest Pad Manufacturers*



## Exactly Suited

The owner with the building, and the building to the owners needs.

That is characteristic of warehouses designed and built by Kingsley.

Mr. Kingsley's twenty-eight years of specialization in warehouses adapted to the commerce of the middle west have developed a style of building in which beauty, convenience, and profit are most pleasantly blended.

If you consider building, or adding to your present equipment this summer (and seldom has the time been more advantageous) direct a letter to this address:

109 N. Dearborn St.  
Chicago, Ill.

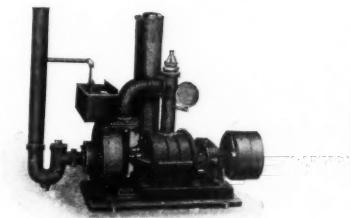
George S.  
Kingsley

Architect of  
Warehouses

## Have You Ever Considered a Carpet Cleaning Department?



Scrubbing Machine



Vacuum Cleaner

There's money in dirty carpets for you. When you are moving a customer's rugs 'twould be easy to clean them, too.

If you don't believe that it pays, ask a Connersville user. He knows!

Carpet cleaning is not an experiment—it's a business. Connersville equipment is made for the man who wants to clean carpets right.

### CONNERSVILLE VACUUM-SHAMPOO PROCESS

#### USED BY THESE FIRMS

Meridith Storage & Furniture Co.	Decatur, Ill.
Ballard Fireproof Storage & Transfer Co.	St. Paul, Minn.
Cummins Storage Co.	Canton, Ohio
Security Storage & Warehouse Co.	Winipeg, Canada
Tulsa Transfer & Storage Co.	Tulsa, Okla.
John Winkler's Sons.	Far Rockaway, N. Y.
Rips Transfer Co.	San Antonio, Texas
Geo. B. Holman & Co.	Rutherford, N. J.

#### ADD DOLLARS TO YOUR BANK ACCOUNT

Order Now for the Spring Season

LANDERS, FRARY & CLARK

U. V. A. DIV., DEPT. I  
CONNERSVILLE, IND.

### You have already paid for a GIFFORD-WOOD CONVEYOR

Perhaps you have paid for more than one—one that would suit your particular requirements.

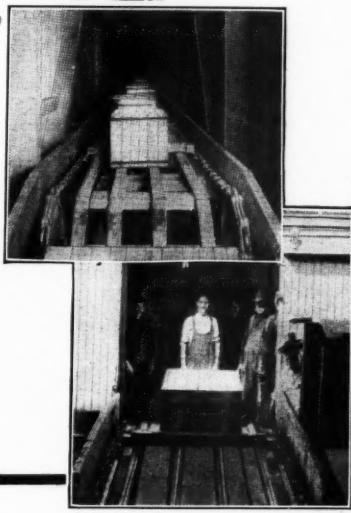
If you are still sticking to the obsolete hand-to-hand method of conveying your materials from one department to another, you must have.

Labor is high—and still climbing. Gifford-Wood Conveyors do away with a good portion of operative expense.

Labor costs are continuous. Gifford-Wood Conveyor upkeep is only a small percentage thereof.

Economical, dependable and safe, Gifford-Wood Conveyors will speed up the transfer of materials, boxes, cases, bags, etc.—will handle your merchandise with dispatch and facility—are subject to wide application in and about your warehouse.

Our complete Elevating and Conveying Machinery catalogue will gladly be mailed to you.



#### Designed and Manufactured by us:

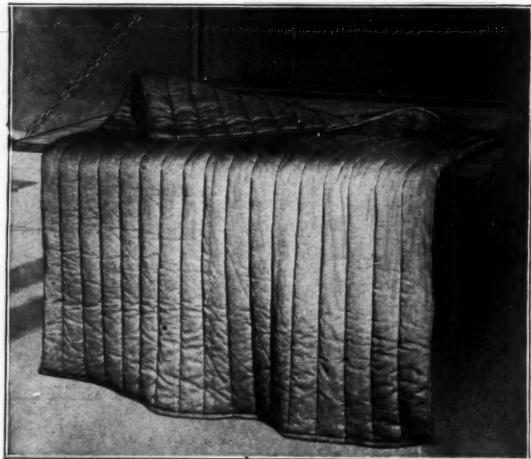
Elevators—Conveyors  
Power Plant Coal Handling  
Equipment  
Coal Pockets  
Locomotive Coaling  
Stations  
Wagon Loaders  
Banking Loaders  
End Thrust and Straight  
Faced Hoists  
Screen Chutes  
Buckets  
Chain

Mechanical  
Handling  
in all lines  
of  
Industry

**Gifford-Wood Co.**  
MAIN OFFICE AND WORKS  
Hudson, N.Y. NEW YORK, BUFFALO,  
BOSTON, CHICAGO

## MAISH QUALITY WAGON PADS

Khaki Brown for Service



## Delivery Insurance At Low Cost

Our long experience has enabled us to effect real economies in manufacturing cost. We share our savings with you.

The covering of Maish Quality Wagon Pads is a good grade of khaki brown drill, heavier than the ordinary. Filling is an extra thick one-piece layer of cotton (no shoddy). Quilting is in close rows of stitching with heavy carpet thread. Edges bound by our own special process, protecting every seam and preventing ripping.

Order your full requirements and get immediate delivery. If Maish Quality Wagon Pads fail to meet any practical test, return them at our expense.

### MADE IN THREE STANDARD SIZES

Size	Cut Size of Cloth
No. 10 (Small)	36x72
No. 20 (Medium)	54x72
No. 30 (Large)	72x80

Prices quoted on application to

**The Chas. A. Maish Co.**  
Makers of the world-famous Maish Comforts  
1129 Bank Street Cincinnati, O.

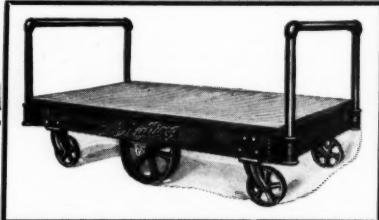


Fig. 105  
6-Wheel  
Balance  
Truck

## “Send Us More

Like Those We Bought 10 Years Ago”

THAT'S a typical order we get from old customers. Their sturdy Nutting Trucks have withstood rough, hard, daily usage year after year.

Bulletin F tells why, and illustrates more than 300 designs and styles of Nutting Trucks, one of which should fit your needs exactly.

## Nutting Trucks

Experienced warehousemen appreciate their big, wide, flat wheels,—the patented corners that stay tight, the smooth wearing, hardwood platform, and the extra quality and strength throughout. Write today for Bulletin F, and outline the work you do with trucks.

NUTTING TRUCK CO.

Faribault, Minn.  
Floor Truck Specialists for 30 Years

With Help Scarce  
AND  
Wages High  
NOW  
Is the Time  
when the need  
for our  
LABOR-SAVING  
SPIRAL CHUTES  
VERTICAL LIFTS  
AND  
MERCANDISE  
CONVEYORS  
is imperative



Owned by  
The Haslett  
Warehouse  
Co., of San  
Francisco,  
the develop-  
ment of  
handling

problems in our own fourteen general merchandise storehouses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

## The Haslett Spiral Chute Co.

Factory: 510-512 N. 61st St., Philadelphia, Pa.  
New York: 110 West 34th St.  
Southern Office: 523 Calvert Bldg., Baltimore, Md.  
Pacific Coast: 228 Pine St., San Francisco, Cal.

# WAREHOUSE EQUIPMENT

## WE MEET YOUR REQUIREMENTS IN

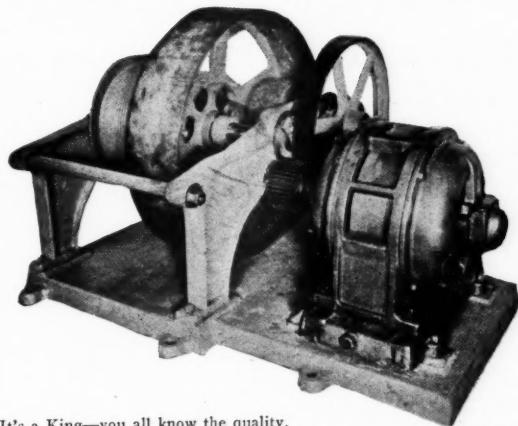
Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon, Horse and Talking Machine Covers.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof, Water-proof and costs less.

Write Us Your Requirements  
So We May Quote You Prices

**The Cleveland-Akron Bag Co.**  
Cleveland, Ohio

Install this Substantial, Powerful and Remarkably Efficient Whip in Your Warehouse



It's a King—you all know the quality. The machine is of the internal drive type—the friction wheel is driven from the inner face. This construction gives the friction wheel and driving roll a larger arc of contact, thereby increasing the driving surface, decreases the amount of slippage and a greater amount of power is transmitted to the friction wheel.

The friction roll in this machine is of extra large diameter and is built into an eccentric bearing. By the use of this bearing the wear of the friction roll can be taken up and the life of the roll is greatly lengthened.

An interesting booklet describing King Whips has been prepared for your use. Write for it today.

**H. J. & J. J. King**  
22 Sabin St., Providence, R. I.  
New York—Fink-Dumont-White, Inc., 405 Lexington Avenue.

## House-to-house delivery calls for electric trucks

When it's a question of many stops and short hauls (fifty miles a day or less) the electric truck is a most efficient and dependable vehicle. Cost records prove it. Retail stores and wholesale houses find that electric trucks stay on the job; when they add to their fleets, they reorder electrics.

Reliability, simplicity, and long life are the chief advantages of the electric truck; they follow from the kind of power used—electric power, furnished by a storage battery.

Any good electric is the better for an Exide-Ironclad Battery. The Exide-Ironclad supplies all the power it can use, maximum output from the charging input, and years of trouble-free service. It is the only battery made that combines all four of these essentials—power ability, ruggedness, efficiency, and long life.

There is no battery like it. This is proved by the remarkable records made by Exide-Ironclad Batteries on trucks and tractors of every kind, and operating under all sorts of conditions, for the past ten years. It represents thirty-three years of development by the largest manufacturers of storage batteries in the world. Let us refer you to some of the firms that use Exide-Ironclad-equipped trucks.

### THE ELECTRIC STORAGE BATTERY CO.

Oldest and largest manufacturers in the world of Storage Batteries for every purpose

1888 PHILADELPHIA 1921

Branches in seventeen cities  
Exide Batteries of Canada, Limited, 133-157 Dufferin Street, Toronto

**Exide**  
**IRONCLAD**  
**BATTERIES**

## OPPORTUNITY

Transfer and Storage men are, by training and profession, transportation and haulage experts. They have the knowledge and the experience to make them the best motor truck distributors of any body of American business men. The question arises:—Have they the courage to take advantage of an opportunity to make profits from their specialized knowledge, by engaging in a line of business which is allied to their own?

Opportunity, they say, knocks but once at every man's door. Some men are alert enough to grasp the chances that Fate offers them; to develop the start they secure by being wide-awake, and the public calls them lucky.

You hear men wailing about the "time I could have had the So-and-So Agency," bewailing the fact that he does not have it now and wondering how the "lucky" holder managed to get it.

There is not so much "luck" as judgment, perseverance, and the courage to enter a field of work which promises adequate rewards for industry. An opportunity for men who are "awake" exists now.

**We Have Openings for a Number of Transfer and Storage Men As Our Distributors—Some Territory Open Now Which May Never Be Vacant Again—Now Is Your Time.**

Address Sales Manager

**J. C. WILSON COMPANY**

Detroit, Mich.

Manufacturers of Wilson dependable Motor Trucks

## Cut Down Your Refinishing Expense

Revarnishing is a slow and unsatisfactory way to handle marred and damaged furniture. Slow because it takes days for drying and rubbing, unsatisfactory because few warehousemen have the necessary equipment to do good work.

There IS a way to avoid the grief, delay and expense resulting from finish injury.



### Free Booklet

Ask for our Free Booklet, "How to Repair Damage to Varnished Surfaces." It will explain how to avoid refinishing, how to fix any injury to any kind of finish quickly, easily and without waiting for varnish to dry. WRITE TODAY.

If you are too busy to write a letter, pin this ad to your card or letterhead.

**THE M. L. CAMPBELL COMPANY**

*Finishing Products*

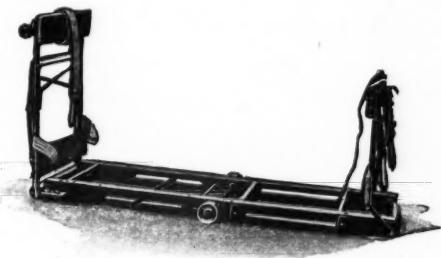
700 E. 19th St.

Kansas City, Mo.



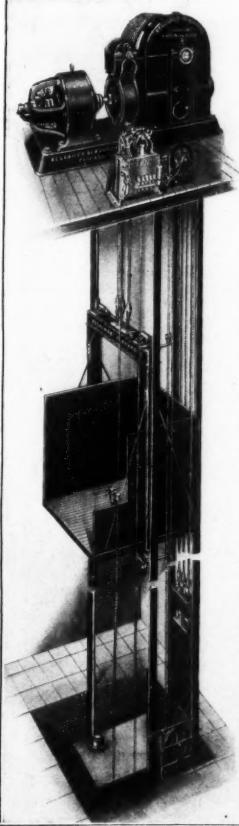
**A TRIUMPH is your  
BUCKEYE SILL PIANO TRUCK**

*says an owner of four of them*



**End Truck Covers  
Straps**

**Self-Lifting Piano Truck Co.  
Findlay, O.**



**RELIANCE  
Essential**

Your elevators should be Reliance installations.

Because Reliance Elevators continue their work without interruption for longer periods. They pass inspection with fewer calls for repairs. Their superior design causes them to consume less power. Their capacity per dollar of cost is greater. Their installation is simpler.

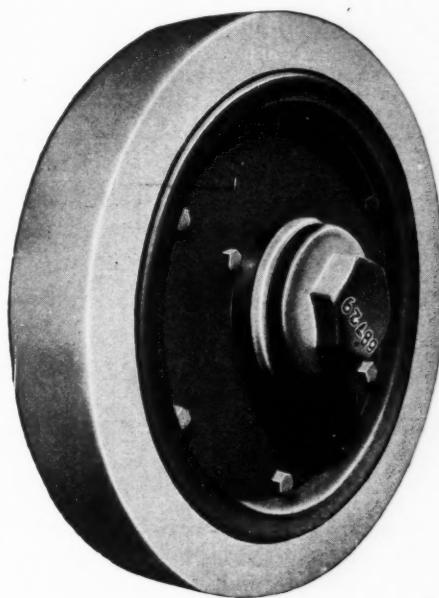
Reliance Elevators are essential to your warehouse.

*Investigate them.*

**Reliance Elevator Co.  
212-222 W. Austin Ave.  
Chicago, Ill.**

**ELEVATORS**

**If iron wheels are good  
enough for the trailers  
why not use them  
on the tractors?**



It is a well-known fact that iron wheels on trailers absolutely ruin the cement surface of concrete floors and runways in a few months. It is then customary to replace the iron wheels on trailers with some form of cushion wheel.

We are prepared to show that canvas as assembled in the DIVINE CANVAS CUSHION WHEEL is the most efficient and economical form of cushion wheel available for trailer service.

*Correspondence is solicited.*

**Divine Brothers  
Company**

**Utica, New York**

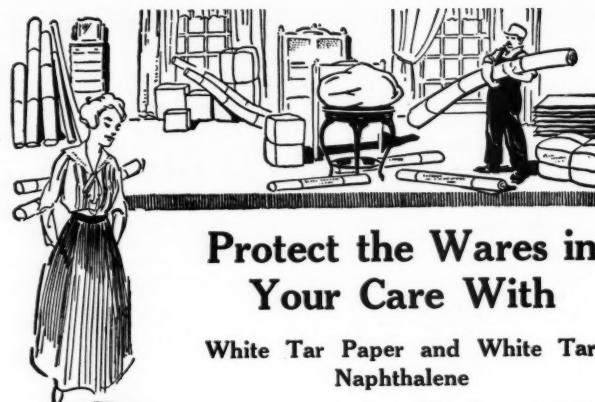
## EXCELSIOR PACKING PADS ARE LIKE INSURANCE

YOU pay only a small premium charge for the best protection obtainable. Don't think of them as an expense, consider the loss and inconvenience of claims for damage and the satisfaction of knowing that anything you ship will reach its destination exactly as it left your hands. You will incur no obligation by getting our samples and prices.

**H. W. SELLE & CO.**

Manufacturers

1000-1016 N. Halsted St., CHICAGO, ILL.



## Protect the Wares in Your Care With

### White Tar Paper and White Tar Naphthalene

Paper (Pine Tar and Cedar in rolls of 12 sheets, 40 x 48, or continuous 50 yds. to 1000 yds. in roll).

Moth Bags (Varied Sizes).  
Moth Balls, Crystals, Blocks, Flakes, Lavender Compound, Cedar Compound, Powder.

Manufactured by

**The White Tar Company**  
56 Vesey St., New York, N. Y.



STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,  
REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,  
of Distribution & Warehousing, published monthly at New York, N. Y., for  
Apr. 1, 1921.

STATE OF NEW YORK, }  
COUNTY OF NEW YORK, } ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared E. M. Corey, who, having been duly sworn according to law, deposes and says that he is the Treasurer of the Class Journal Co., Publishers of Distribution & Warehousing, and that the following is to the best of his knowledge and belief, a true statement of the ownership, management, etc. (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Ulster Journal Company, 230 West 39th Street, New York; Editor, Kent R. Sturtevant, 238 West 39th Street, New York; Managing Editor, David Beecroft, Hartsdale, N. Y.; Business Manager, Julian Chase, Tarrytown, N. Y.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

Transfer & Storage Publishing Corp., 239 West 39th Street, New York. Stockholders of Transfer & Storage Pub. Corp.: W. D. Leet, Mallers Building, Chicago; Ulster Journal Company, 239 West 39th Street, New York. Stockholders of Ulster Publishing Corp.: Edmund D. Clegg, Bronxville, N. Y.; Fritz L. Frank, Pleasantville, N. Y.; G. H. Griffiths, Montclair, N. J.; J. H. McGraw, Jr., 10th Ave., & 36th St., New York; Elizabeth S. Mekel, Montclair, N. J.; A. C. Pearson, Upper Montclair, N. J.; Chas. G. Phillips, Upper Montclair, N. J.; Chas. Swayne Phillips, Upper Montclair, N. J.; Jennie M. Phillips, Upper Montclair, N. J.; W. I. Ralph, 239 West 39th Street, New York; Chas. T. Root, 2 West 67th Street, New York; Franklin T. Root, Bronxville, N. Y.; Olive Root, Bronxville, N. Y.; Winfield Root, 239 West 67th Street, New York; Elizabeth S. Root, 239 West 67th Street, New York; G. E. Sibley, 239 West 39th Street, New York; Vernon S. Stevens, 235 West End Ave., New York; H. M. Sweetland, Montclair, N. J.; M. J. Sweetland, Trustee for Grace E. Sweetland, Montclair, N. J.; W. H. Taylor, Upper Montclair, N. J.; C. H. Beldenkopf, 239 West 39th Street, New York; W. H. Lindsay, 239 West 39th Street, New York; E. B. Terhune, Boston, Mass.

3. That the known bondholders, mortgagee, and other security holders owning or holding 1 per cent of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; is given; also that the said two paragraphs contain statements made in good faith as to the affiant's belief as to the correctness of the conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is: (This information is required from daily publications only.)

E. M. COREY

Sworn to and subscribed before me this 26th day of March, 1921.  
L. F. DAY  
Notary Public, Queens Co., Clerk No. 123, Certificate filed in New York Co. No. 62, New York County Register's No. 2623, Commission Expires March 30th, 1922, Form 328—Ed. 1916.

## A Simple Test That Shows the Strength of "Reach" Furniture Van Pads

And strength counts when it comes to protecting furniture in transit.

"Reach" Pads are made purposely to wear. Right from the extra thick layer of cotton to the covering of very heavy ticking fabric—they're made for long and hard service.

That is why we say they are the strongest furniture van pads in the world.

We use remnant lengths only of extra heavy ticking fabric, sew them together firmly and carefully, generously fill them with soft cotton batting and reinforce them along the edges with tape. They are double stitched.

Remember when you buy "Reach" Pads you get what you pay for. All prices quoted here are for **finished sizes**—not cut sizes where about 15% is lost in stitching.

74 x 68.....\$4.00 each  
52 x 68.....3.00 each  
36 x 68.....2.00 each

Beware of the high cost of low prices.

Padded Phonograph Covers, \$7.75 each.

We also manufacture Canvas Padding, extra heavy for lining the sides of auto trucks; Tarpaulins; plain or waterproof. Specify measurements desired. Write for prices **now**.

**A. L. REACH TEXTILE CO.**

19-21-23 West 18th Street, New York City



## Why I Increased My Space in Business Papers for 1921

—By a Manufacturer

- (1) "Business conditions are fundamentally sound.
- (2) "My goods will have to be *sold*, not just bought.
- (3) "I propose to cut traveling costs by relieving salesmen of work that advertising can do better and more cheaply.
- (4) "My advertising will aid in the restoration of Confidence.
- (5) "Increased sales resistance calls for added sales effort.
- (6) "Conditions make your papers more indispensable, more closely read.
- (7) "I know they reach my market without waste.
- (8) "Because they are doing a big, constructive creative work—benefiting me through promoting the welfare of my customers.
- (9) "It is time to intensify sales forces of proven productiveness and low cost.
- (10) "I need the business."

### Just Common Sense

—a good many will say. Nothing here that every one does not know, but half of wisdom consists in *being wise in time*. This advertiser not only did some clear thinking, but he acted.

## Distribution & Warehousing

is the business paper of the warehouse industry. It provides the most direct and the most economical route to the source of the buying power of a capital investment of more than a billion dollars. It gets closer to and has greater influence with the men who buy what the warehouse industry needs and uses than any other publication with a more diversified editorial appeal possibly can.

Now—More Than Ever Before—Is the Time to Advertise.

**Advertise in Business Papers—They Have No Waste Circulation.**

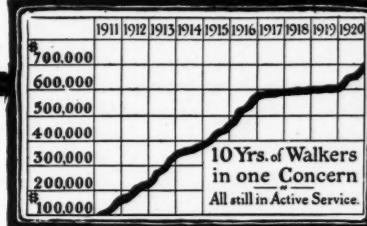
*To Reach the Warehouse Field Use*

## Distribution & Warehousing

Member Associated Business Papers, Inc.

239 West 39th St.

New York City



**10 Years of Re-orders!**  
Before a company invests a million it makes sure. Re-ordering year after year and with all the original equipment still in active service, these concerns now operate Walker Electric Fleets valued at—

A department store \$900,000  
A central station 700,000  
An express company 630,000  
A terminal company 400,000

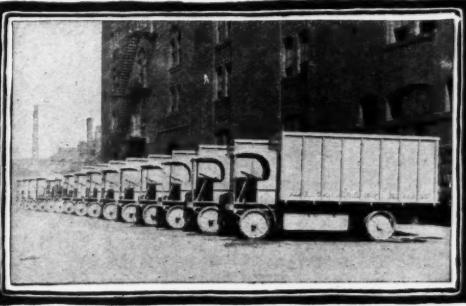
Some of these companies have given more time and care to the choice of economical and dependable trucking service than the ordinary man can spend in a life-time. Start where they left off and you will profit by their experience.

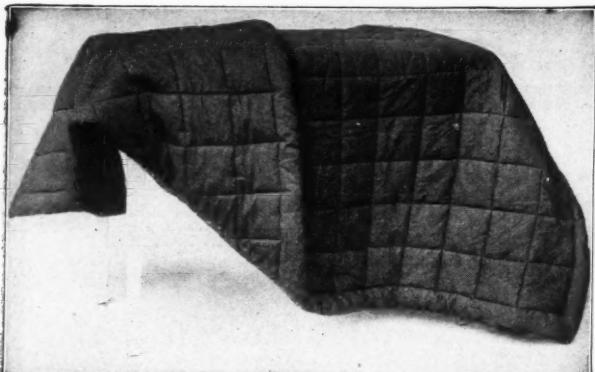
*Write us today for "The Walker Story for Busy Men."*

## WALKER Electric TRUCKS LOWEST TRUCKING COST

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA

AMERICA'S  
LARGEST  
MANUFAC-  
TURER OF  
ELECTRIC  
R O A D  
TRUCKS





### THE BEST PAD

This is no idle claim. You'll be convinced by a trial.

### "PROTECTO" WAGON PADS

Made of **EXTRA Heavy** drill denim, cotton filled. Note that pad is stitched in **SQUARE BLOCKS**, preventing the cotton from bunching.

No. 12 Cut size of cloth 72 x 80.....	\$3.00 each
No. 14 Cut size of cloth 54 x 72.....	\$2.00 each
No. 16 Cut size of cloth 36 x 72.....	\$1.50 each
Phonograph covers, large size.....	\$5.00 each

We Claim This Is the Best Pad Made. Let's Prove It.  
A Sample Will Convince You.

**CHICAGO QUILT MFG. CO.**  
1133 Roosevelt Rd., Chicago, Ill.



### KILL RATS

#### New Way

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens or pets. Quickly clears dwellings and outbuildings, with no offensive after-effects. It is called Danysz Virus.

### Free Book

H. M. Virus, Ltd., 121 West 15th St., New York



### Electric Trucks & Tractors

SEND FOR CATALOG D.

**THE ELWELL-PARKER ELECTRIC COMPANY**  
Cleveland, Ohio

### G. W. Jones Lumber Co.

807 Lumber Exchange Building  
CHICAGO

Manufacturers of  
CRATING AND BOXING LUMBER OF ALL KINDS

We refer you to the leading warehouses in Chicago as to the quality of stock we ship.

Wholesale Prices

Stock Guaranteed

### CONDRON COMPANY

T. L. CONDRON - C. L. POST - A. M. WOLF  
**ENGINEERS** ☐ ☐ ☐ ☐  
Designers of Industrial Buildings  
Industrial - Architectural - Structural - Mechanical - Electrical  
1433 MONADNOCK BLDG. ☐ ☐ CHICAGO, ILL.  
S S S S S PHONE HARRISON 69 S S S S S

### The Bradley Stencil Machine

Makes Shipping Stencils  
in Half a Minute  
**THE STANDARD**  
Horizontal Model  
Cuts Five Lines—Any Length  
In Use by Thousands of Leading Concerns

#### THE BRADLEY BALL MARKING POT

The Most Convenient Pot on the Market  
The Ball Gives an Even Distribution of Ink

Bradley's 2 in 1 Ink  
Is Specially Adapted for Stencil Marking  
WRITE FOR SAMPLES  
of our  
OIL STENCIL BOARD



**A. J. BRADLEY MANUFACTURING CO.**  
101 Beekman St., New York

Keep things  
on Platforms  
—in so far as  
you can and  
SAVE RE-  
HANDLING  
WITH THE  
JACKLIFT



EVERY LOAD  
IS A  
LIVE LOAD

Lifts higher—easier—in less space.  
Scores of warehouses are now using Jacklifts with great satisfaction and profit.  
Better look into it.

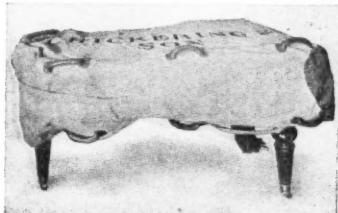
**LEWIS-SHEPARD COMPANY**  
581 E. First St. BOSTON 27, Mass.  
Offices in the Principal Cities.

*If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—with  
The Breen Grand Piano Cover*

*"The Only One of Its Quality on the  
Market"*

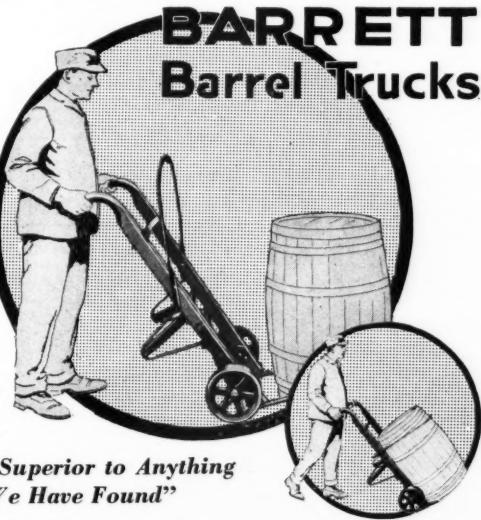
Made of good, heavy duck canvas and fleece lined throughout, substantial and wear-resisting, the Breen Grand Piano Cover affords its owner a positive protection—no chance of scratches, bruises or nicks.

The Breen—adaptable to all styles and sizes of Grand Pianos—is amply protected by leather on the butt end—has ten conveniently arranged leather handles. The cover is secured to the piano by small straps which buckle underneath.



*Send for catalogue on Piano  
Movers' Supplies. We also  
make Water-  
proof Motor  
Truck and  
Wagon Covers.*

**WM. H. BREEN**  
219-231 Rutherford Ave., Charlestown, Mass.  
*It Can't Scratch If It's Properly Covered*

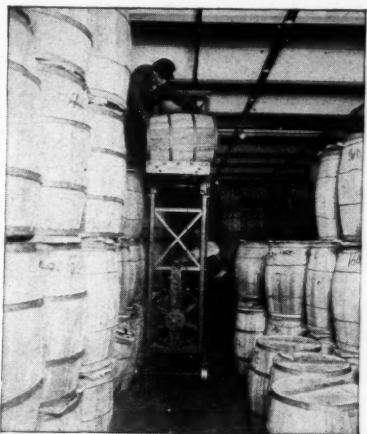


*"Superior to Anything  
We Have Found"*

"We have tried other makes and find the Barrett the most practical barrel truck on the market," says Mr. W. A. Sammis, of the Central Storage Company of Kansas City. "It handles 300-lb. soda barrels, 600-lb. vinegar barrels, and metal drums, with equal facility."

Any man can move barrels up to 800 pounds with the Barrett. Cut your handling costs. Write for information regarding Barrett Barrel Trucks, Lift Trucks, Portable Cranes, and Powerox (Gas Tractors).

**Barrett-Cravens Company**  
168 N. Ann St., Chicago Grand Central Palace, N. Y.  
*Distributors in principal American and Canadian Cities*

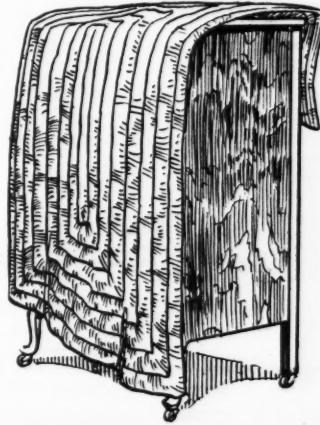


## "DELTA" Portable Elevators

Will solve your piling and tiering problems.

Will enable you to use all of your storage space with less number of men. Write us about your problems and we will explain the advantages of the "Delta" machine.

**New Jersey Foundry and Machine Co.**  
90 West St., New York



## STANDARD PADS KNOCK OUT EXPENSE

Old Man Obnoxious Expense is knocked out cold in the first round as soon as "Standard Pads" get into the ring for you. They are made by a reliable house to stand hard wear, protect your goods and save you money. We make durable pads for every purpose. Get our prices and samples now.

**The Standard Tent & Awning Co.**  
Michigan and Orange Streets  
Toledo, Ohio

## Excelsior Wrapper Co.

MANUFACTURERS OF

Excelsior Packing Pads

Baled Excelsior      Wood Wool

CHICAGO OFFICE  
224 W. Kinzie St.

FACTORIES:

Sheboygan, Wis.; Grand Rapids, Mich.

METROPOLITAN DISTRICT SERVED BY

Boston Excelsior Co.

560 W. 29th St., New York City

## FURNITURE PADS

Made of Durable Colored Canvas

STOCK SIZES:

36" x 72"      50" x 72"      75" x 72"

Burlap, Waterproof Tarpaulins,  
Bags, Etc.

FULTON BAG & COTTON MILLS, Inc.

330 WYTHE AVE., BROOKLYN, N. Y.

Established 1870

Phone: Greenpoint 4200

Branches: Atlanta, St. Louis, New Orleans, Dallas

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomforting accidents—common to crated shipments.

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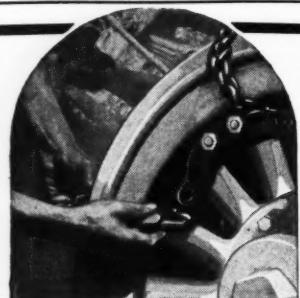
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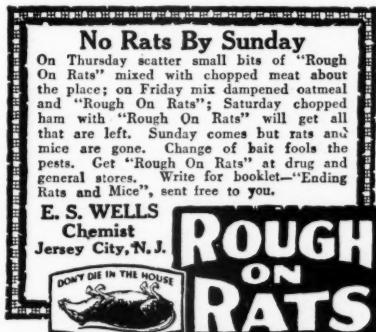
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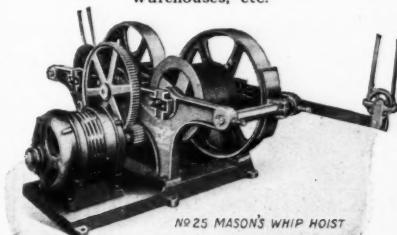
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KANSAS CITY

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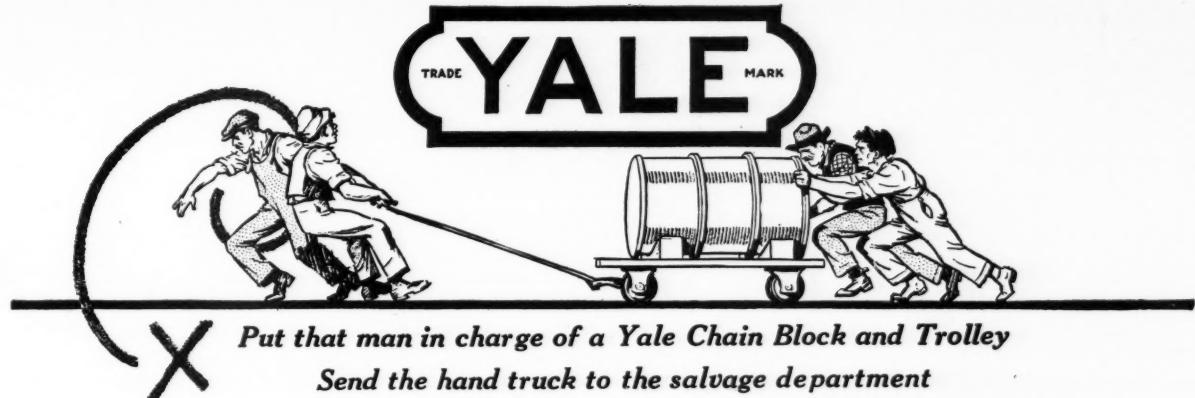
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PONTIAC, MICH.

784

D. & W.





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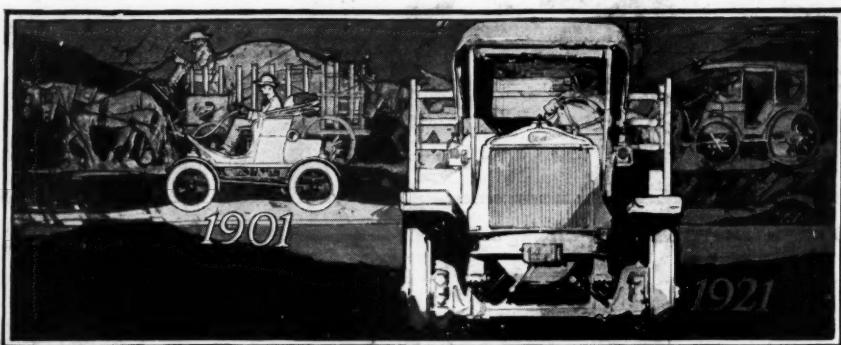
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Electric Industrial Trucks*

Stamford, Conn., U. S. A.



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To build such *economy* into trucks that the White has become the backbone of more than 4,700 fleets comprising over 47,000 units—

To deliver such *continuous satisfaction* that these fleets of White

Trucks grow steadily year by year, and in several instances represent individual investments of more than \$1,000,000—

To develop an organization with forty factory branches and with dealers all over the world.

These results are due to a *policy* which has never compromised sound design to meet a popular fad; never taken advantage of inflated price conditions; never lessened quality to meet competition; never departed from the idea of building a truck that will do the most work for the least money.

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